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St. Louis



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THE NATIONAL BANK OF COMMERCE IN ST. LOUIS.

The printing of this volume had just been finished when the announcement was made, that the Continental National Bank had been merged into the National Bank of Commerce. We speak of these two banks on page 159 and page 172 respectively and will add here, that by this consolidation the National Bank of Commerce has become one of the giant financial institutions of the United States, its capital amounting to seven million and its surplus also to seven million dollars, making a total of fourteen millions. As the new Board of Directors is composed of members of the two former boards and the officers remain as before, there will be no change in the policy and management of the institution, which will be conducted upon the same sagacious, progressive and liberal basis as heretofore.



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MERCANTILE,
INDUSTRIAL AND PROFESSIONAL
SAINT LOUIS.

BY
E. D. KARGAU.

ILLUSTRATED.

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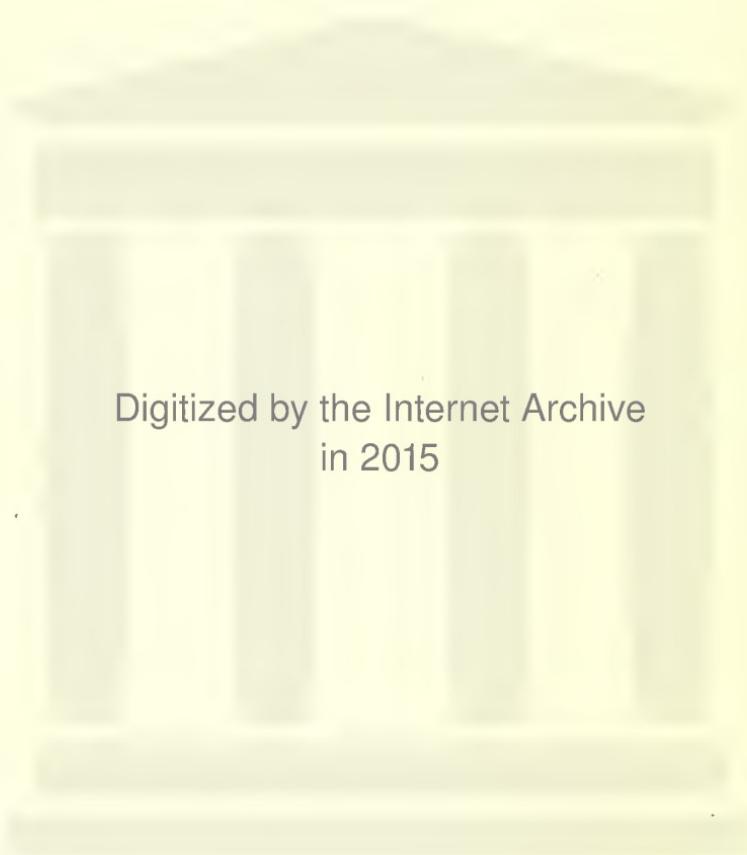
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TO THE
MERCHANTS AND MANUFACTURERS,
THE BUSINESS AND PROFESSIONAL MEN,

Whose energy and ability, enterprise and perseverance have
made our City what it is, and to whom St. Louis owes
its growth and prosperity, its position and
prominence among the great
cities of America,

THIS WORK IS DEDICATED.



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INDORSEMENTS.

The work of our fellow-citizen, Mr. E. D. Kargau, deserves special recognition and support. His connection with the daily press of this city, covering a period of more than forty years, afforded him exceptional opportunities for information regarding our financial, commercial and manufacturing interests and his book will prove of great value to all.

We therefore cordially recommend his enterprise to the consideration and hearty assistance of our business community.

The foregoing bears over two hundred signatures, including: —

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PREFACE.

This work, published at the suggestion of many prominent representatives of our financial, mercantile and manufacturing interests, most of whom have known the writer for more than forty years, makes no pretension to completeness, but it may nevertheless be considered a modest contribution to our local history, a true picture of our development and a faithful mirror of what Saint Louis does in the field of industry and commerce.

The annexed table of contents shows the subjects of which this volume speaks, and a carefully prepared index will greatly facilitate the finding of the desired information. In placing the result of his labor — the work of one since many years deprived of his eyesight — in the reader's hands, the author does so in the hope that it will meet with general approval and give satisfaction to all concerned.

E. D. KARGAU.

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HISTORY OF ST. LOUIS.

NE hundred and thirty-nine years is a long time, especially in a country which, in comparison with the old world, must still be considered young. St. Louis is, therefore, one of the oldest cities on the North-American Continent, as one hundred and thirty-nine years have elapsed since the first white man set his foot upon the western shore of the Mississippi at a point where the block house was built which became the nucleus of a traders' post, and later on of a small village, from which the fourth largest city in the United States emanated.

It was in December, 1763, when Pierre Liguest Laclede, coming up the river, landed here with a few companions and after reconnoitering the terrain, selected the place as a suitable location for a traders' post. A year before the firm of Maxent, Laclede & Co. in New Orleans had been established and the exclusive privilege given them by the French Colonial Government, to trade with the Indians in what was called the Missouri River country. The party remained only a few days, after which they went to Fort Chartres, a French military post east of the Mississippi, for winter quarters. In the following spring Auguste Chouteau, then a mere boy of only fourteen years, was sent here with a few men by Laclede, his step-father, to make the necessary preparations for the trading post. He built a block house where is now the intersection of Main and Walnut streets, to which another and larger one was added after the arrival of Laclede, who came a couple of months later. This second house served for a dwelling and warehouse purposes and for Laclede's headquarters, from which he always started on his regular expeditions to the various Indian tribes, with whom he traded. Laclede gave the colony its name in honor of King Louis XV. of France, but young Chouteau is and must be considered the founder of St. Louis, as the former

left everything in the latter's care, reserving to himself only a supervising control. Laclede died in 1788 and from that time on all authority over the settlement and its inhabitants was vested in Auguste Chouteau, who never misused his power, enjoyed the fullest confidence of all and did much for the common good. His death occurred in 1828, in the seventy-ninth year of his life.

The inhabitants of St. Louis in that period were simple, unsophisticated, good-natured men and women, living together in harmony and peace. They divided the land among themselves, cultivated the soil by assisting each other, and if one became unable to work his neighbors lent him a helping hand. One of their chief duties, to which they faithfully adhered, was the mutual protection and defense against thievish and hostile Indians. Their principal safeguard consisted in a palisade, which they had erected in the rear of the two streets running parallel with the river. The great value and importance of this palisade was best proven during the attack upon the settlement, made by about fifteen hundred Indians on the 26th of May, 1780. The Indians had crossed the river during the night, fastened their canoes where is now Bissell's Point, and had hidden themselves in the woods which surrounded the common fields, where a large number of men, women, and children worked as usual on a bright summer day, without the least suspicion of the near danger. It was about 10 o'clock in the forenoon, when the Indians broke through the trees with their infernal yell, killing and wounding all who were unable to escape their brutal pursuers. As soon as those in the village became aware of what was going on, resistance quickly began; everybody armed himself with his gun or pistol. Auguste Chouteau and his brother Pierre took command and when the redskins approached they were met on all sides with such a fusillade, that they hastily retreated, taking with them their killed and wounded and about thirty men and women from the village as prisoners. Of the villagers nearly forty men, women and children, had been killed, a still larger number wounded, and as only a few of those captured succeeded in escaping and returning home, the fate of the others never became known and caused lifelong anxiety among their families and friends. The Indians had expected to have a walk-over and

were greatly disappointed in being repulsed in such a manner; the result of this was that they never afterwards repeated such an undertaking — the “braves” had found out to their surprise and dismay that there were still braver men in the little colony. Stealing and pilfering was nevertheless continued by them for many years, and once in a while a dead Indian was discovered in some yard whose owner had made good use of his rifle.

The French Government had by a secret treaty in 1763 ceded all its territory west of the Mississippi to Spain, but it was not before 1765 that the Spanish government took possession of what was called the Louisiana Territory; at the end of the century France became once more the owner, but Napoleon the First was always in fear that England would not tolerate the arrangement and make it perhaps a *casus belli*; and prompted by this apprehension he entered into negotiations with the government of the United States, which led to the purchase of the Louisiana Territory. The transfer took place in December, 1803, in which month the French colonial government in New Orleans ceased to exist and that of this country became its successor. It was on the 9th of March, 1804, when St. Louis witnessed the lowering of the French tricolor and the hoisting of the stars and stripes, whereupon the French military and civil officers were replaced by Americans. The representatives of the Spanish government who had resided here from 1765 to 1801, had always been on the best of terms with the almost exclusively French inhabitants; the officers and soldiers of the garrison had never given cause for complaint, and the same was the case with their successors from France, who left in the spring of 1804. The old French settlers were now American citizens and in the beginning more or less displeased with the change, but they soon became reconciled; they did not give up their manners and customs, retained their mode of living, the social features inherited from their ancestors, and were soon content with the new order of things.

The population amounted in 1804 to about 1000; in 1808 nearly 1400; a year later the town of St. Louis was incorporated, followed by the election of town trustees. The first city charter was granted in 1823, in which year the population had reached 4000. Dr. William Carr Lane, the first mayor, was re-elected

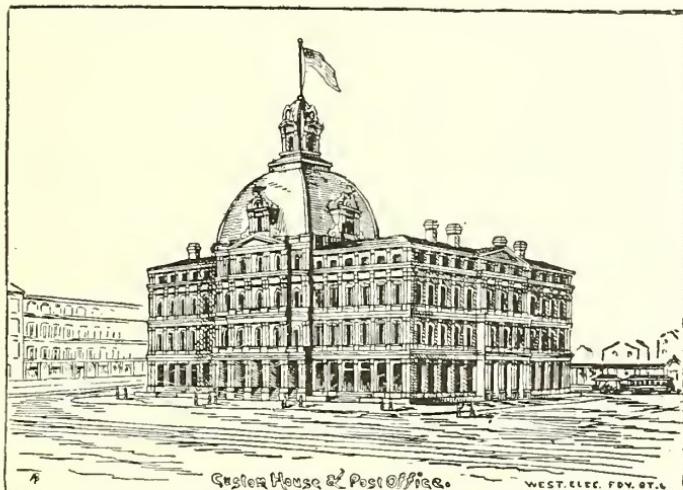
for five consecutive terms, and after an interruption of nine years, for three more, altogether eight times, no doubt a rare occurrence in the history of American cities. The term of municipal officers was at that time limited to one year.

St. Louis was during the first four decades hardly more than a trader's post, but its commerce gained greater dimensions, and this brought an influx of French colonists from Illinois, Indiana, Ohio, and Michigan, and, by and by, of Americans from the Eastern and New England States. The original French character of the place remained intact, in spite of this, even during the first quarter of the nineteenth century, and was not entirely lost for many years later. Most of the dwelling-houses were after the pattern of those in the smaller towns of France, one story in height, with a gable roof and a piazza, which often surrounded all four sides; a garden in front was seldom missing, and that was sometimes quite large. They were built either of rough stones or wood, but from 1815 on brick houses were frequently built, and when all the houses were counted in 1820, the result was as follows: North of Market street, 154 of stone or brick, and 195 of wood; south of Market street 78 of the former, and 223 of the latter kind — total, 650. The streets ran for a long time only from north to south, or, in other words, parallel with the river; the laying out of those between east and west was commenced after Sixth street had been reached.

The growth of the population and the extension of the town brought an outspoken change in the occupation of its inhabitants; the fields, used for the culture of all sorts of grain and vegetables, had to give way for buildings, so that the woods had to be cleared from time to time, to make room for agricultural purposes. The cultivation of the soil was entirely given up by many to become tradesmen or to engage in other pursuits. Trading with the Indians was, in course of time, entirely left to the Newfoundland Fur Company, at the head of which the Chouteaus and Johann Jacob Astor of New York stood, and from 1819 on to the Missouri Fur Company. The merchants of the early period kept their stock of goods, nearly all of which came from the East, in their residences, and sometimes in large boxes standing in front of them, which were unlocked when a customer came. Think of

a wholesale dry goods merchant, whose stock was kept in this manner, and the palatial business houses of to-day in the wholesale district!

The means of traffic were of an equally primitive character, and so was the postal service in those days. The first post office, established in 1804, consisted of a small room in the postmaster's residence, northwest corner Third and Elm streets, and was removed later on to South Main street. The "postrider," who brought the mail twice a week from the Eastern and Middle States (mail connection with the West did not exist at all), was



an important person; after his arrival, everybody who was somebody went to the post office to call for letters and newspapers, and after horse and rider had taken the necessary rest and the merchants had handed in their letters in answer to those received, the mail pouch was closed and sent off with the returning rider. The list of uncalled-for letters was written out by the postmaster once a month and nailed on the outside of the door; this custom ceased after the establishment of a newspaper (1808), whereupon the list was published every three months. After two more removals, first to the corner of Second and Chestnut, then to

Chestnut between Third and Fourth streets, the building on the southeast corner of Third and Olive was erected by the Government, and occupied by the Post Office, Custom House and the Federal courts from 1853 to 1884, in which year the transfer to the present quarters, covering the block between Olive and Locust, Eighth and Ninth streets, took place.

It may not be without interest to know how the various pursuits — commercial, industrial and professional — were represented in earlier days, and we select for this purpose the year 1820. The town had at that time 4 bakers, 6 butchers, 5 grocers (most of whom sold also wine and liquor), 1 brewery, 46 dealers in products and merchandise of all sorts, 12 tailors, 3 hatters, 13 shoemakers, 2 confectioners, 6 cabinet makers, 28 carpenters, 14 masons, 3 stone-cutters, 10 painters and glaziers, 9 blacksmiths, 1 nail maker, 1 locksmith, 4 coopers, 4 wagon makers, 1 tanner, 2 brick makers, 2 potters, 5 watch makers, 4 hairdressers and barbers, 1 coach manufacturer, 3 soap and candle makers, 3 druggists, 13 physicians and 3 midwives. Legislation must have been rather brisk, as there were 27 lawyers more or less busy all the year around; there were 3 auctioneers of real estate, 1 bookseller, 3 weekly newspapers, 1 portrait painter, 6 livery stables, a number of taverns (called coffee houses) and inns, three of which were styled hotels. Musicians were in abundance and had a good deal to do, as dancing was much indulged in, balls and parties being the principal entertainment at that time, aside from billiard playing, a favorite pastime, for which five billiard tables were provided in public resorts.

The first church was built in 1770 after the arrival of two or three Catholic priests from Kaskaskia; it was not a very large blockhouse put up on the northwest corner of Second and Walnut street. The first cathedral was erected in 1818 on Walnut street on the site of the present one, built in 1837. There existed no graveyard before 1776; the dead were buried in the neighborhood of the dwellings, in gardens and yards until the aforesaid year, in which a churchyard was laid out along Second street between the little church and Market street. It remained there till 1828, in which year the coffins were transferred to a new cemetery at what is now

the intersection of Franklin avenue and Twenty-second street. The St. Francis Xavier church, in charge of the Jesuit fathers of the St. Louis University, was built on Ninth street and what is now Lucas avenue, and dedicated in 1843; St. Mary's and St. Joseph church, both German, were opened for service in 1844 and 1846 respectively, St. Patrick's and St. Vincent's in 1845 and St. Peter and Paul in 1854. These are the oldest Catholic churches in the city. The first Protestants in Missouri were Baptists and their first church in this city was built in 1818 on the southwest corner of Third and Market streets; this congregation comprised only very few members and dissolved in 1832 principally because their house of worship had partly been condemned by the city, when Market street was widened. The second Baptist congregation was organized in 1835 and bought, in 1836, the Episcopal church on Third and Chestnut streets; the third English and the first German of this denomination were both built in 1850 on Fourteenth and Clark avenue and Fourteenth and Carr street respectively. The first Methodist Episcopal congregation was founded in 1821, but went out of existence in 1845 after the secession of a part of the members, the split being caused by the dissenting views on the slavery question, whereby the Methodist Episcopal South church was formed. The first Methodist (North) church after this separation was built in 1852; the first North Methodist congregation of any consequence was organized in 1862 in the former Presbyterian church on Eleventh and Locust streets and had within a short time 400 members. The first Methodist Episcopal church was a rather small building, on Fourth and Myrtle, and replaced in 1835 by a larger one on Fourth street and Washington avenue, where the congregation worshiped up to 1854, in which year the then completed new edifice, on the northeast corner of Eighth and Washington avenue, was inaugurated. The St. Paul congregation erected a chapel near the Mound in 1838, and the Centenarian church was built in 1844 on the southwest corner of Fifth and Pine streets. The Presbyterians had no church of their own until 1826, the second followed in 1832 and stood on the corner of Fifth and Walnut streets, where now the Temple building stands; the first Presbyterian congregation abandoned its down-town location in 1847, after building a new

church on Fourteenth and Lucas place, now the Germania Theater. The first Episcopal church was built on the corner of Third and Chestnut in 1829, and was the predecessor of Christ Church Cathedral, on Thirteenth and Locust; a second one, the St. Paul's, was erected in 1839, on Fifth and Wash streets, where it remained till 1859, in which year the church on Seventeenth and Locust was dedicated. The Unitarians erected their first church, the Church of the Messiah, 1836, at Fourth and Pine, and a much larger one, in 1851, on Ninth and Olive, which was sold in 1879, some time previous to the inauguration of their new church on Garrison avenue and Locust street. The First Congregational church emanated from the Third Presbyterian (organized 1842) in 1852; they bought the building belonging to the latter, located on Sixth between Wash street and Franklin avenue, which was vacated after seven years, and a new church on Tenth and Locust substituted in 1860. The Church of the Holy Ghost, the first German Protestant church, dates back to 1834; it stood first on Seventh and Myrtle streets, but was soon replaced by a larger one on Eighth and Walnut. The first two Evangelical churches, St. Marks and St. Petri, were built in 1843 on Soulard and Carr streets respectively, and then followed, in 1848, the St. Paul's on Ninth street near Lafayette avenue. The Evangelical Lutherans (Saxons) worshiped for several years in a Baptist church, but erected one for their own use in 1842 on Lombard, now Papin, between Third and Fourth streets. This was the Trinity church, replaced in 1865 by the present one, corner of Eighth and Lafayette; the second, Immanuel's Church, was erected in 1848 at Eleventh street and Franklin avenue; it was entirely destroyed by fire in 1865, whereupon a new edifice was built on Sixteenth and Morgan streets. The United Hebrew congregation was organized in 1839 and purchased, after worshiping in several rented places, in 1855, the old Benton schoolhouse on Sixth near Locust street and remodeled it for divine service; the congregation remained here until the new temple, corner Twenty-first and Olive, was finished in 1880. Another Jewish congregation was formed in 1840, called the Bnai El; their first temple, on Sixth near Cerre street, was replaced by their present house of worship on Chouteau

avenue near Eleventh street. The reform element in these two congregations seceded in 1868, organized a third and built a temple on Seventeenth and Pine, known as Shaare Emeth, and from this latter emanated in turn the Temple Israel congregation in 1887. The constant growth of the population caused, naturally, the forming of new congregations, and the addition of new churches of all denominations, and their total number amounts now to over three hundred and fifty. There are two Free-thinkers societies in the city, one in North and one in South St. Louis, the former since 1850, the latter of more recent date, the members of both being exclusively Germans. The Ethical Society was organized in 1887 after the principles laid down by Dr. Felix Adler of New York, the founder of the first Ethical Culture Society.

Congress donated, in 1812, to the towns and villages in Missouri, certain sections of government land, the income from which was to be applied to the foundation and maintenance of public schools aside from a school tax to be levied and paid by every taxpayer, but the first school heard of in St. Louis was not created before the year 1833, and even then five more years elapsed until the first money became available for school purposes, whereupon 4000 dollars were appropriated for the building of two school-houses, one on Fourth and Spruce and the other on Third and Cherry streets (now Franklin avenue). Both were opened in 1838 with one male and one female teacher in each. The present number of public schools is 125, fourteen of which are for colored children; and the total number of teachers, 1700. The parochial schools, which the church congregations support, are of an earlier date than the public schools; the school attached to the Cathedral was the first and followed by other Catholic schools in the various parishes; and there is a large number of Protestant schools (Evangelical and Evangelical Lutheran) in connection with the respective churches in existence. The first higher educational institute was established in 1819, by Bishop Rossatti, but was kept up only a few years. The St. Louis University was founded in 1829 by a number of Jesuit fathers from Belgium; the buildings covered by-and-by the double block bounded by Ninth and Eleventh streets, Washington and Lucas avenues,

and remained there until 1888, in which year the new building on Grand and Lindell avenues was inaugurated. Professor Edward Wyman opened Wyman's Academy on Fourth and Olive in 1843, and transferred it in 1861 to Sixteenth and Pine streets, changing its name to City University which ceased to exist in 1867. The Christian Brothers College was established in 1850, by some members of the order, who had come here from France at the request of Archbishop Kenrick; it remained on Eighth and Cerre streets till 1882, when the Brothers took possession of their new building on King's Highway and Easton avenue. The Deutsche Institute, a High School for boys, was founded in the beginning of the fifties on South Third near Elm street and went out of existence some twenty years later. Washington University was founded in 1853 and added in course of time a Law School, the Mary Institute, Smith's Academy, and in 1880 a Manual Training School; it includes now the two Medical Colleges mentioned further on. The Concordia College on Jefferson avenue, a seminary in which young men are fitted out for the Evangelical Lutheran pulpit, was established in 1850, and its adjunct, the Walther College, soon after; the latter was in 1890 removed to the block between Eighth and Paul, Hickory street and Chouteau avenue. The High School, belonging to the Public Schools, began operations in 1853 in a room of the old Benton School on north Sixth near Locust street, where it remained for only one year, during which an appropriate building was erected on the northeast corner of Fifteenth and Olive streets, which was replaced in 1893 by the present one located on Grand near Finney avenue.

Our city has a great number of higher schools for girls and young ladies, the oldest of which is the Sacred Heart Convent, established in 1827 by the Sisters of Notre Dame on the convent grounds bounded by Fifth and Sixth, Labadie (now La Salle), and Hickory streets, where it remained till 1872, in which year they removed to their new possession, called Maryville, on Meramec street; a branch institute was opened in 1893 on Taylor and Maryland avenues. The next oldest, the St. Joseph's Convent in Carondelet, dates back to 1836. The Convent of the Visitation, from 1846 to 1858 located on South Ninth street and from the latter

year till 1893 on Twentieth and Cass avenue, occupies since then its new quarters in Cabanne Place. The Ursuline Sisters came here in 1848 and kept for two years a school in a rented house near the French Market till their convent on Twelfth street and Russell avenue was built. The other convents are of more recent date. The Mary Institute, a branch of Washington University, was established in 1859, occupied until 1878, a building on Lucas Place near Fourteenth, then on Locust and Beaumont and will soon remove to Lindell Boulevard. Hosmer Hall was for many years located at 2812-14 Locust street and removed some years ago to 4296 Washington avenue. Forest Park University for women, south of Forest Park, is the offspring or more correctly the successor of Kirkwood Seminary, organized in 1861, and after thirty years' existence followed by the present institution, the first of its kind in the United States.

The Missouri Medical College, the oldest in the city, was founded in 1840 by Dr. McDowell, by whose name it was generally signified; the building, northwest corner Eighth and Gratiot streets, was his property, and he being an outspoken secessionist, it was confiscated by the Government soon after the breaking out of the civil war and used as a military prison until 1865, whereupon it was again used for its original purpose up to 1874; it was then removed to Twenty-third and Locust, later on to Twenty-seventh and Lucas avenue, and in 1899 consolidated with Washington University. The St. Louis Medical College, established in 1847 by Dr. Chas. A. Pope, and for many years called Pope's College, stood at the intersection of Seventh street and Clark avenue, but was transferred in 1890 to Eighteenth and Locust street and is now likewise a part of Washington University. The Humboldt Institute existed from 1859 to 1869, was conducted after the system of medical schools in Germany, and first located on Ninth near Walnut, afterwards on Fourteenth street opposite the City Hospital. The College of Physicians and Surgeons, Beaumont, Barnes, Marion-Sims and the Homeopathic Medical College originated in later years.

Up to 1818 a policeman or anything like it was unknown; previous to that time the only preservator of law and order was a one-armed constable. In the year named a nightwatch was

organized consisting of six men and a captain, who also acted as market master and town register; this very primitive state of affairs remained till 1839, in which year the number of men was raised to sixty; it was their duty to call out the hours, give the alarm in case of a fire by blowing a horn, and to arrest everybody found in the street after 9 o'clock in winter and 10 o'clock in summer, who could not give a satisfactory account for being out. Constant patrolling was not expected of them, as sentry boxes were provided for their use, in which they could take a rest for a while and find shelter in inclement weather. Day police was still lacking until 1848, when seven officers and a lieutenant were appointed for duty during the day; the office of City Marshal combined with that of Chief of Police was created in 1850, which two offices were separated in 1861 by the appointment of a Chief of Police after the organization of the Metropolitan Police Department. The present force comprises 1100 men, divided between a central station and eight districts or sub-stations.

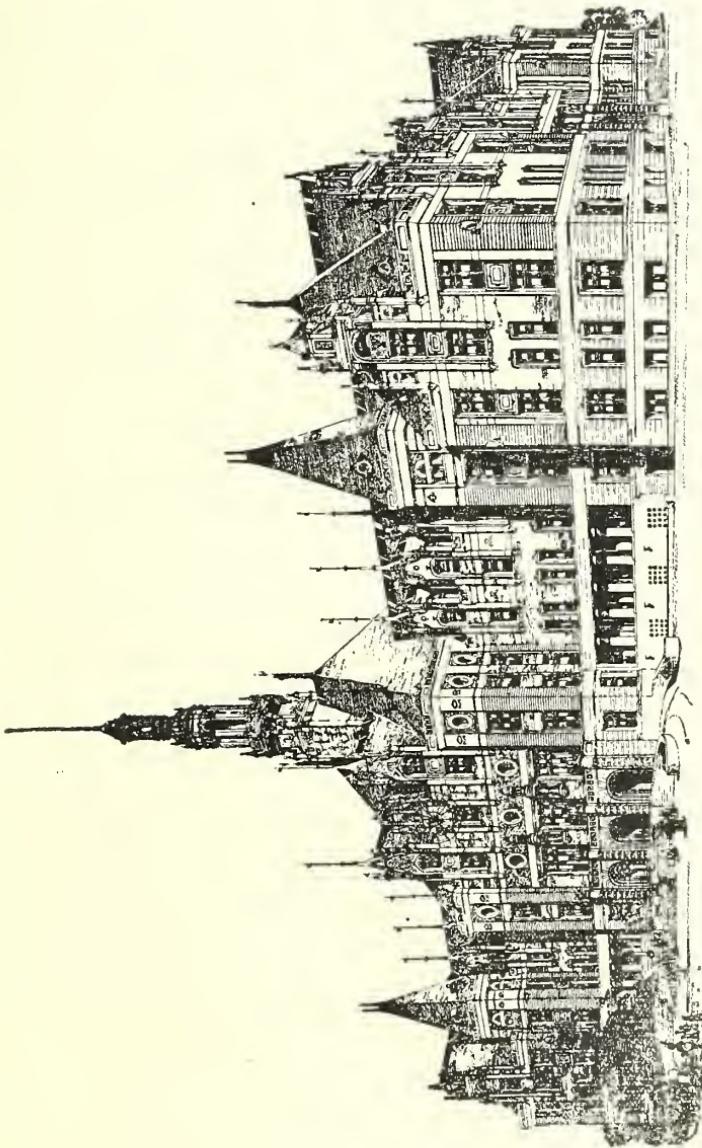
The extinguishing of fires was for more than fifty years left to the neighbors and any one who would help. A fund was raised in 1819 and two hand engines were purchased that year in Cincinnati, and this led to the formation of two volunteer fire companies, one in the northern and one in the southern part of the town, but they dissolved after a few years; a new company was organized in 1826, and their engine was stationed in the market-house, on Market street and the Levee; another followed in 1829; but both existed only till 1831. The formation of regular volunteer companies began in 1832, and there were a goodly number of them in course of time; the engines were drawn to the place of the fire by long ropes, of which the men took hold, and there was a great rivalry between the companies as to which would arrive first and receive the five dollars premium paid by the city; fights on this account were of frequent occurrence, the rivalry went even so far as to lead to incendiaries at a certain moment, to enable this or that company to arrive before any other. The first steam engine was bought in 1855, and caused such a jealousy among the volunteer firemen that they lost all their former energy and am-

bition, so that one company after the other went out of service, and all were replaced by the paid fire department, organized by the city in 1858. The department consists now of one chief engineer, nine assistants, and a corps of nearly 500 firemen, with thirty-nine engines and hose carriages, a sufficient number of coal wagons, eleven hook and ladder apparatus, and two water towers. The salvage corps, an efficient accessory of the department, was organized in 1874, and has now three stations in different parts of the city; its costs are defrayed by the insurance companies, and not by the city, and its duties consist in the protection of merchandise, furniture, etc., against damage by fire and water. Until 1830 fire alarms were given by horn signals and the cry of "fire;" from that year on by strokes from a bell in the tower of St. Xavier's church, at that time the highest in the city, two men being employed for that purpose; the telegraph system for the announcement of fires was introduced in 1858, with forty-five alarm boxes. They number now nearly 1000, with more than 1800 miles of wire. The police telegraph comprises at present 250 boxes, 430 telephones, and 22 operators.

St. Louis became a city in 1823, with a north, middle, and south ward, which were changed into four wards in 1833, with three representatives for each in the City Council. The addition of new wards caused usually a change in the number of new representatives in the municipal legislature, which sometimes consisted of only one body, and sometimes of two branches, which is the case since 1877. In 1870 the city was divided into twelve wards. The present city charter was adopted in 1876 and the separation of the city from the county took place the same year, whereupon Clayton became the county seat of the new St. Louis County. The sum of 18,000 dollars was appropriated for a City Hall in 1828 and a two-story brick building erected on the site of the old market house between Market and Walnut, Main street and the Levee, of which the lower floor was still used as a market house and only the upper story for municipal offices. The city sold this building in 1855 to the Merchants' Exchange, who had it taken down to make room for what is now the old Merchants' Exchange, vacated in 1874. The city offices were transferred into a three-story brick house on the

south side of Chestnut between Main and Second street and again removed in 1863 to the north wing of the Court-house rented for that purpose from the county. The barn-like structure between Eleventh and Twelfth, Market and Chestnut street, now known as the old City Hall, was built at an outlay of 70,000 dollars and was used from 1877 till 1898. The new City Hall, standing on what used to be Washington Square, was commenced in 1890, but its interior is not completely finished and the two million dollars so far expended will not be sufficient to finish it.

The construction of streets, sidewalks and wagon roads began in 1818. The first city engineer was appointed in 1828 and placed at the head of the street department, which now stands under the control of the Board of Public Improvements, organized in 1877, and embracing the street, water, sewer, harbor and park commissioners, appointed by the mayor for a term of four years, and a president elected by public vote every six years. The sewer system, whose net of subterranean canals is constantly extended, was commenced in 1849, and is one of the principal sources of the excellent sanitary condition for which St. Louis is justly known. The first water works, commenced in 1831 at Ashley and Collins streets by two contractors, were not completed on account of financial difficulties, so that the city had to purchase them in 1835; they were finished at a cost of \$54,000. More pumps were added in course of time and the reservoirs built in 1846, which furnished half a million gallons water per day. The erection of larger water works at Bissell's Point began in 1868, for which purpose the city issued three millions in bonds; these works supplied, in 1872, forty million gallons in 24 hours. Compton Hill reservoir, from which the southern part of the city is supplied, was built in 1868. These works became inadequate and the necessity of larger ones more obvious from year to year, so that the erection of a new plant at the Chain of Rocks was commenced in 1887, whose daily capacity will amount to one hundred million gallons; a part of them is in operation since 1894, but it will be some time before they are entirely completed. Another reservoir is now in course of construction in Baden to supply the entire northwestern part of the city.



CITY HALL.

The first hospital was established in 1828 by three or four sisters of Charity, who had come here from France; it was a four-room house on the south side of Spruce, between Third and Fourth streets, but had soon to be enlarged, so that a massive four-story building was erected in 1832, covering more than half the block and known as the Sisters or the Mullanphy Hospital, Mr. Bryan Mullanphy being the donor of the ground and principal contributor to the cost of the building. It remained there till 1874 in which year the Sisters went into their new hospital on Montgomery street near Grand avenue. In 1840 the erection of a City hospital was begun on the double block bounded by Lafayette avenue, Carroll, Fourteenth and Grattan streets. The first patients were received in 1846, but as only ninety patients could be accommodated, additions were made from time to time. A fire destroyed all the buildings in 1856, whereupon larger ones were immediately constructed, which again met with total destruction by a cyclone on the twenty-seventh of May, 1896, since which time the former Convent of the Good Shepherd, corner Seventeenth and Pine streets, serves as a "temporary" hospital. Quarantine Hospital was, until 1854, on Arsenal Island, was then removed below Jefferson Barracks and is now used by the city authorities as a hospital for contagious diseases, especially smallpox patients. The United States Government established its Marine Hospital in 1858; in the same year two others were opened, the Good Samaritan (chiefly supported by German Protestants) and the Evangelical Lutheran; St. John's, 1861; St. Luke's, 1865; the Alexian Brothers', 1870; St. Mary's Infirmary and the City's Female Hospital, 1872, complete the list of the older institutions of this kind; at present there are thirty-three public and eight private hospitals in the city. The St. Vincent's Insane Asylum on Ninth and Marion streets, opened in 1858, and managed by the Sisters of Charity, was removed in 1895 to new quarters, the property of the Sisterhood, built eight miles from the city on the line of the Wabash Railroad. The county erected likewise in 1858 an Insane Asylum in the southwestern part of the city near Manchester Road which came into possession of the city at the separation from the county in 1876.

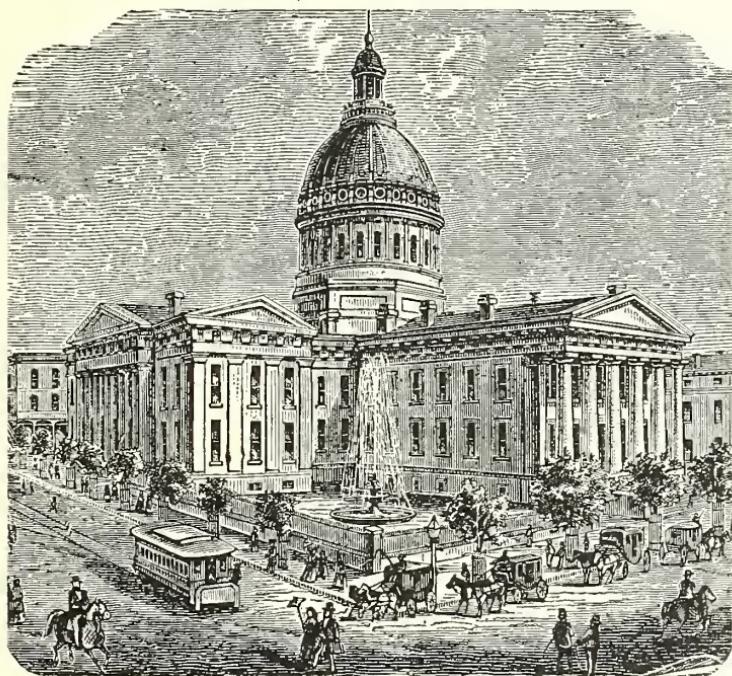
The first market house was built as early as 1812 at the foot of Market street. Wednesday and Saturday were the market days, and the market kept open from sunrise till 10 o'clock in the forenoon. The City Market was established, 1832, on Third between Morgan and Green streets, now Lucas avenue; it was taken down in 1868 and replaced by the Union Market. The French, or Convent Market, at the junction of Fourth and Fifth streets, was built in 1839 by a private corporation, to which it still belongs. Soulard Market was also established as a private enterprise (1848), but was acquired by the city in 1854, considerably enlarged in 1865; the tornado of 1896 destroyed the western half of the building, and it has not been reconstructed. Lucas Market was abolished in 1882; it had been erected in 1845, in the middle of Twelfth, occupying the space between Olive and Chestnut streets. Mound Market, on Cass avenue and Fifth street, existed from 1843 to 1868; Sturgeon Market, from 1851 to 1897; Center Market, established in 1856, covered the block between Seventh and Eighth, Spruce and Poplar streets, and was sold in 1882 to make room for Cupple's Station, which by this time extended almost to Eleventh street. The Round-Top Market, so called on account of its cupola-like roof, was built in 1857, but is no longer used. Biddle Market was established about 1858 by a private corporation between Biddle and O'Fallon, Thirteenth and Fourteenth streets. The South St. Louis Market belongs to the city since the annexation of Carondelet in 1870. Several small market houses for instance, the Allen, St. George, Washington, Carr, etc., ceased to exist in course of time.

The two oldest parks are the Dakota, for which the town trustees of Carondelet destined a part of the common fields in 1812, and the Jackson Place, donated to the town of St. Louis by some land owner in 1816; the next oldest are the Gravois and the Laclede parks, with the exception of Jackson Place all in the southern part of the city. The new City Hall stands on what used to be Washington Square, in olden times a nice park, which lost all attraction through the neighborhood of the Four Courts. The first appropriation for Lafayette Park was made in 1857; it belongs to the city, but stands not under the control of the Park Commissioner, having a superintendent of its own under the di-

rection of a separate board of three citizens living in the park district, which for many years paid a special tax to assist in its maintenance. The Carr family donated Carr Square to the city in 1842, but it was not laid out until many years later. The ground for Hyde Park was purchased by the city in 1854, but it became attractive only after the end of the civil war. The present Benton Park was originally in part a city cemetery, and work for park purposes began 1866. The United States Government gave a part of the Arsenal ground to the city in 1871 for the Lyon Park, and Henry Shaw donated in the same year Tower Grove Park to the city; the latter bought, 1874, the land for Forest, O'Fallon and Carondelet parks. St. Louis Park, formerly called St. Louis Place, was donated by the several real estate owners of North St. Louis, but not laid out for a number of years. The city became the owner of the Missouri Botanical Gardens by the last will and testament of Mr. Henry Shaw in 1889, who also left a part of his real estate to the municipality, the income from which to be used for the maintenance of the Gardens.

J It was in 1823 that the city authorities forbade further interments within the city limits, which at that time meant east of Seventh street, south of Biddle street and north of the Mill Creek. The few graveyards within this territory were accordingly closed and new ones laid out in the common fields. They were located in various parts of what was at that time called country, but what now and since quite a while constitutes busy thoroughfares and residence districts. Bellefontaine Cemetery was opened in 1851 and Calvary in 1863; the latter is an exclusively Catholic burial ground, the former receives the dead irrespective of creed, and both number among the largest and most beautiful cemeteries in America. Several graveyards belonging to Protestant congregations and Catholic parishes are located in the outskirts of the city, likewise the Jewish cemeteries. The crematory in the southwestern part of the city, one of the very few so far existing in the United States, was built in 1888 by an association organized for that purpose, which has slowly but constantly grown in membership.

The first court house, a very primitive one, stood on Third near Myrtle street and had been built in 1817, later on the house on the southwest corner of Third and Market streets was used for that purpose. Here its offices remained until 1826, in which year a small building was placed upon one corner of the present court house square; the corner-stone for the present one was laid in 1839, but work was not commenced until 1851, and



COURT HOUSE.

the structure not completed before 1862, the total cost amounting to \$1,200,000. Two Circuit Courts for the whole State were created, with St. Louis as the seat of one of them; three courts were established in its place in 1840, viz.: The Common Pleas the Law Commissioner's and the Land Court, which in turn were succeeded, in 1865, by three circuit judges, and this number was, in course of time, first changed to five, and later on to

seven. The Criminal Court was created in 1842, and had a separate judge up to 1895, from which year on the circuit judges occupy the criminal bench in rotation. The Court of Appeals was organized in 1876 to relieve the State Supreme Court of a part of its duties. The building known as the Four Courts was erected in 1871 by the old St. Louis County, and became the city's property five years later; it contains the headquarters of the police department, a police station, the Criminal Court, the Court of Criminal Correction, the Police Court and the jail. Until the completion of the building the police headquarters were located on Chestnut between Second and Third streets, the jail and city prison on the site where now the Laclede Hotel stands. The Probate Court dates back to 1807, but was reorganized in 1841, serving till 1876 for county and city, since then only for the latter.

The river trade of St. Louis is no longer what it used to be; its prestige waned when the railroad era began; it stood at its height in the forties, fifties and sixties, during which period an uninterrupted line of steamboats occupied every foot along the landing from Biddle street on the north to Chouteau avenue on the south, and often a boat had to wait for the departure of another one before it could approach the wharf. These were the golden times for passengers and freight traffic on the Mississippi between St. Paul and New Orleans, and St. Louis was the center of the immense trade of the Mississippi Valley and the western and southwestern country tributary to the city. The steamboat interest was of the greatest prominence; millions were invested in it and millions made by it. The owners and captains of the floating palaces played a conspicuous role in our commercial circles, but their halcyon days came to an end with the continued extension of the railroad system of the country.

There were no railroads in Missouri during the first half of the century, and it was not before the beginning of the fifties that steps were taken to build them. The Missouri Pacific, the Iron Mountain and the North Missouri (now Wabash West) were put in operation between 1852 and 1855; each of them had its own depot until the erection of the first Union Depot

at Twelfth and Poplar streets in 1874. The railroads which connected St. Louis with the Eastern, Middle and Northern States terminated on the eastern shore of the Mississippi, and had their passenger and freight depots in East St. Louis until the completion of the Eads Bridge and Tunnel, which were inaugurated on the fourth of July, 1874. Up to that time passengers and freight were brought across the river by ferry boats. To show what great traffic was carried on in this way we can state that in the middle of the sixties from forty to fifty large buses transferred from 1,000 to 1,500 railroad passengers to and from East St. Louis, about 600 big transfer wagons took the freight over in both directions and 200 loaded farmer wagons came in on an average every day across the river. All this became obsolete when the central depot system went into force. The first on Twelfth street was abolished in 1894, in which year our magnificent Union Station, unsurpassed by any central railroad depot in this country, was opened. The Merchants' Bridge, built in 1889, connects a number of railroads with Union Station by an elevated road. The many tracks running from the exit of the tunnel on Eighth street in a western direction made the building of bridges over a number of streets a necessity, as without them all communication between north and south, west of Seventh street, would have become impossible; the city erected, therefore, with the financial assistance of the railroad companies, a number of bridges, viz., over Twelfth, Fourteenth, Eighteenth, Twenty-first streets, Jefferson and Grand avenues, and it is only a question of time when additional ones will be needed.

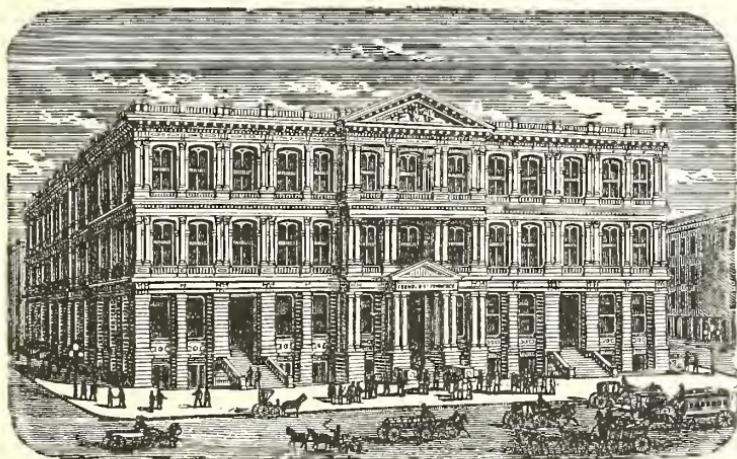
The growth of the city made means of transportation for longer distances necessary and the appearance of the first omnibus in 1844 was hailed with delight; it went up and down Olive between Fourth and Twelfth street from 7 o'clock in the morning till to the close of the theaters, and was driven by its owner, Erastus Wells, afterwards president of the City Council and Congressman; another omnibus ran on Market street, one on Franklin avenue, and these were soon followed by several others running between the northern and southern part of the city, even as far as Carondelet. This method prevailed for

fifteen years, and was abandoned in 1859, when it was succeeded by the street railroad cars, the first of which was in operation on Olive street, but not further west than Twelfth. The Market street line was opened the same year to Thirteenth street; the line on Fourth and Chouteau avenue to St. Ange was established in 1860, and in 1865 extended to Lafayette Park. Franklin avenue and Morgan street had car service in 1859, Fifth street resp. Seventh to the Arsenal about the same time. Numerous other roads sprang up in course of time, and eventually the horses and mules were placed on the retired list, making room for the cable, and later on for the electric cars; to-day there are few large cities in the world with so extensive a system of rapid transit as St. Louis.

For the lighting of our streets, oil lamps did service as late as 1847, in which year a contract was made between the city and the St. Louis Gas Light Company, by which the latter was to light the streets with gas at fixed rates. It was a great event when the first gas lanterns replaced the obsolete oil lamps on the evening of the fourth of November, 1847; ten years later gas works were erected in Carondelet, and they are still in operation, forming a part of the Laclede Gas Light Company, which latter was organized in 1868, and later on became the purchaser of the older company. The lighting of streets by electricity was inaugurated in 1889, but a large part of the city is still lit with gas.

It did not require great prophetic ability to predict even in earlier years the future of our city as one of the commercial centers of the United States; its geographical location, the waterways of the Mississippi and Missouri and the tributary sections of the country with their vast agricultural products, but especially the supplying of the great western territory, contributed all together to make St. Louis the focus of trade and commerce with the West, South and Southwest; it became still more so through the constant addition of further railroad connections. To all this came its quick development as an industrial center; there is hardly an important branch of industry not represented in our midst, and we occupy a front rank in many, as for instance, the milling, iron and other metals, street car building, furniture, saddlery, boot and shoe, clothing manufacture, etc. The St. Louis flour is celebrated in

domestic and foreign markets ; our breweries have made the name of this city known in every part of the globe ; among the chemical factories, one is the largest in the United States ; and though the slaughtering and packing trade is no more what it used to be, it still forms an important branch of business, likewise the lumber and the cotton trade. The Merchants Exchange adopted this name in 1850, emanating from the Chamber of Commerce, organized in 1836 ; the meetings were held in rented localities until 1857, in which year the building on Main between Market and



MERCHANTS EXCHANGE.

Walnut streets, now known as the old Merchants Exchange, was opened. The present one was inaugurated in 1875, is a very imposing structure, whose only fault lies in its ill-chosen location.

One of the principal causes for the removal of the Exchange from Main to Third street was the continued wane of the river traffic and the general exodus of business from the neighborhood of the Levee. The westward march of trade began when the wholesale firms (mostly in the dry goods, clothing and hat and cap line) left Main for Fifth street and afterwards for Washington avenue; Fourth street was deserted by the wholesale millinery and the retail dry goods houses, which also went further

west; the banks and brokers, who used to be on Third, came to Fourth and made it the Wall street of St. Louis; Olive street, once one of the favorite residence streets, became the center of our retail trade, and North Broadway underwent a similar change up to Franklin avenue; Lucas avenue, formerly called Green street and Christy avenue, is now the seat of many manufacturing and wholesale firms. Post Office and Custom House followed suit in 1884. The northern part of the city, beginning with Cass avenue, abounds more than any other part with factories of all sorts, particularly in the furniture branch, and it is also the principal location for lumber yards; the southern part of St. Louis has in course of time developed into a manufacturing district by the establishment of many industrial enterprises of importance, most of which are between the river and Broadway, on account of transportation facilities by water and railroads.

The long list of great calamities, of which St. Louis became a victim from time to time, begins with the flood in 1872, followed by a second one in 1885. Like casualties occurred in 1811, 1823 and 1826 but none of them had such fearful results as the overflow of the Mississippi in 1844, when more than 500 persons had to leave their dwellings and the loss of property was very great. Further floods came in 1851, 1854, 1858, 1863, 1867, 1871, 1875 and 1876, but the damage caused by them was comparatively not very large. The entire Levee stood under water in 1881 and 1883, likewise in 1892, in which year this side of the river suffered only little damage, when to the contrary the loss on the Illinois shore amounted to almost ten million dollars.

Large conflagrations were so numerous in course of time that mention can be made only of those whereby the losses amounted to 300,000 dollars and more. The most terrible of all of them happened on the seventeenth and eighteenth of May, 1849, when the fire broke out in one of the boats in the harbor, other boats were caught by the flames and the Levee being covered with cotton bales, hemp, hogsheads of sugar and all kinds of merchandise the flames spread soon to the buildings on the Levee and from there further west causing the destruction of dwellings and business houses in fifteen blocks between Locust and Elm, Third street and the Levee with a loss of over six

million dollars. The "City Buildings" on the Levee between Market and Walnut streets burned down in November, 1856, loss \$300,000; a loss of \$350,000 was incurred by the destruction of Fagin and McQueen's pork house (O'Fallon and Main) in 1873, and the Collier's White Lead Factory on Clark avenue in 1881. Fires in which numbers of large business houses were totally or nearly destroyed happened as follows: On the west side of Main between Pine and Olive, in 1868, with a loss of 750,000 dollars; in April, 1879, on Washington avenue, Broadway and St. Charles street, loss, 450,000 dollars; in May of the same year on the west side of Broadway from Locust half a block northward; in November, 1891, over a million dollars worth of property was destroyed on both sides of Broadway between Morgan street and Franklin avenue, and exactly the same locality, including both sides of Fourth street even up to Third became the victim of a terrible fire in December, 1899, the losses amounting to several millions; in October, 1887, business houses on Washington avenue and on Fourth street burned out, causing a loss of 450,000 dollars. Further very destructive fires were those of Anchor Mills, on Twenty-third and Randolph streets, in 1879 (loss \$300,000), and in the same year the Greeley-Burnham Grocery establishment (\$450,000); in 1886 the lumber yard of Knapp & Stout (\$380,000), and Shapleigh's hardware store on Main street with \$400,000 loss. Richardson's wholesale drug house on Fourth street and Clark avenue burned to the ground on January 1, 1889, loss half a million; in 1891 the establishment of Mansur & Tebbetts, on Spruce and Tenth streets, with 300,000 dollars loss; the dry goods firm of Ely, Walker & Co., on Eighth and Washington avenue, suffered a loss of 750,000 dollars in 1897. The burning of the Mermod-Jaccard Building shortly before Christmas in 1897, was accompanied by a loss of 400,000 dollars.

Hotel fires were less frequent, but some of them caused the loss of many lives. This was especially the case by the burning of the Pacific Hotel, corner of Seventh and Poplar streets, in February, 1858, and of the Southern in April, 1877. The Lindell Hotel was totally destroyed in April, 1867, and the St. Nicholas, on Fourth between Morgan street and Franklin avenue,

burned out in January, 1885. The following theaters became the victims of fire: In 1837 the St. Louis, on Main near Locust; in 1866 the National, on Market street opposite the court house (originally Wyman's Hall), and the Bowery on North Third near Franklin avenue; in 1867 the Opera House, on Fifth near Wash street; in 1880 the Comique, formerly DeBarr's, on Pine; in 1884, the Grand Opera House on Market.

The various boat conflagrations in our harbor have caused a loss, at a low estimate, of over twenty millions; the most destructive of them occurred in 1849, 1864, and 1869, with losses of \$400,000, \$300,000, and \$475,000 respectively.

Cholera epidemics appeared in St. Louis in 1832 and 1833 in a mild form, but in a fearful measure in 1849 when 4,140 persons were taken away by the scourge; 872 died from it in 1850, in the year following 790. The dreadful disease returned in 1866, in which year 684 persons fell as its victims; sporadic cases appeared in the following year, and no more since that time. A smallpox epidemic visited the city in 1872, causing the death of 1,591 out of 3,759 patients, and nearly 1,900 more died during the next three years; 1,840 children and adults died in 1886, and 1887 of diphtheria, and in 1892 were 3,642 typhus cases reported, of which 514 proved fatal.

The first tornado occurred in 1833, on the 27th of June, the second came on the 27th of April, 1852, when Carondelet suffered most; another one was that on the 8th of March, 1871, and a very severe storm set in on the evening before Easter Sunday, 1872. It will be observed that two of those tornadoes happened on the 27th day of April and June, respectively, and it is therefore a somewhat strange coincidence that the 27th of May, 1896, brought over our city a similar and at the same time the most terrible calamity that ever befell this or any other of the large cities of this country. The cyclone of that memorable day destroyed within twenty minutes 8,500 houses of all kinds, factories, warehouses, dwellings, either entirely, or in such a measure that their repairing became more expensive than to build them anew; 138 lives were lost, several hundred persons wounded, and the excitement and terror during that never-to-be-forgotton catastrophe, made many insane, or at least nervous for the rest of

their lives. The material damage to property, real estate and otherwise, amounted to more than ten million dollars, and a great number of those who had to bear those losses have not yet recuperated from them.

A history of St. Louis, may it be ever so brief, would be incomplete without some reference to the German element, which played and still plays such a conspicuous role, and an important factor in the development of the city. The revolutionary movements in 1848 and 1849 brought a vast immigration from Germany to the United States; the West received a full share of it, and Missouri, especially St. Louis, attracted many of these newcomers to the western shores of the Mississippi; they comprised farmers, mechanics, laborers, but the majority consisted of merchants, lawyers, clergymen, teachers, civil officers, physicians, etc., — in one word, men of intelligence, knowledge and culture, whose presence soon became felt in the community. They devoted themselves to the various professions, commercial pursuits and industrial branches, and it did not take long before the German attorneys, doctors, teachers, editors, merchants and manufacturers formed a prominent part of the population. It is a fact that many of our German fellow-citizens number among the foremost representatives of trade, industry and science, and that their energy and enterprise have materially assisted in making St. Louis what it is.

Times of lawlessness and disturbances of a very deplorable character furnished some lamentable pages in the history of our city. The discovery of some skeletons in an outhouse of the Medical College on Eleventh street and Washington avenue, a part of the St. Louis University, on the 25th of February, 1844, by some boys who had entered the yard, caused a riot and the destruction of a building and its contents by an infuriated crowd, which from there went to McDowell's College, on Eighth and Gratiot streets, with similar intentions, but the professors and students received a timely warning, removed everything from the dissecting room that could have aroused the ire of the crowd; an inspection of the premises satisfied the ring-leaders that there was no cause for an attack, and no harm of any kind was done. A fight between the members of a volunteer fire company and some

boat hands during the burning of a steamer in June, 1849, extended into a riot, in which four or five boarding houses and saloons on the Levee were demolished, and many of the participants wounded. The municipal election in April, 1852, caused very riotous scenes around Soulard Market and Seventh street, and Park avenue; bloody combats between German and non-German citizens lasted from morning till evening on election day; a house, in which many Germans had sought refuge, was set on fire and burned down, and an infuriated mob went late in the evening to the office of the *Anzieger des Westens*, bound on destroying it on account of the paper's politics, but a military company protected the building, and the attack was prevented. The worst of all was the riot in August, 1854, brought on by the Knownothing party, the native Americans, whose object it was to deprive the foreign-born citizens of their Constitutional rights; this movement was especially directed against Catholics and Irishmen; their dwellings on the Levee, Second and Morgan streets, Franklin and what is now Lucas avenue, at that time called Green street, were attacked by the mob, their furniture and household goods destroyed, and the inhabitants who did not escape in time, were either badly treated or wounded and many of them even killed. The anarchy thus created lasted two days and nights, and the riot was only quelled by the interference of all the military companies and a posse of armed citizens, who had organized to restore peace and order. The disturbances in connection with the great railroad strike of 1877 produced a few troublesome days, especially in factories, flour mills, foundries and other industrial establishments, but they came to an end without bloodshed and without much harm to anyone. The strongest contrast to that insignificant interruption of normal conditions furnished the street railroad strike in 1900, which lasted fully three months, causing the greatest inconvenience to the public, indescribable hardship to the striking conductors and motormen, and large financial losses to the consolidated street car companies. The direct effect of this strike included two other features: the employment of men new in the service and without the necessary ability, and in consequence of that innumerable accidents of more or less serious nature, and this

condition has lasted during the year following (1901) and still prevails.

The growth of the population is best shown by the following figures: The inhabitants of St. Louis in 1800 numbered 970; in 1810, 1,400; in 1820, 4,000; in 1840, 34,000; in 1850 the population amounted to 78,000; in 1860 it had risen to 185,000; in 1870 to 310,000. It is somewhat surprising, that the census of 1880 places the population at only 350,000, only 40,000 more than ten years before, when the decade from 1860 to 1870, including the period of the civil war, shows an increase of 125,000, but this can in part be accounted for by the fact, that the second half of the sixties brought large numbers of immigrants from Germany and Austria to this country and that St. Louis received a full share of it. The census of 1890 gave the city 451,770 inhabitants, and the one taken in 1900 places it at 575,000. This last census makes St. Louis the fourth largest city in the United States.

The foregoing pages show in a concise way the development of St. Louis from a small trader's post to the magnificent city of its present size, and the changes which time has brought to the metropolis on the western bank of the Father of Waters, the mighty Mississippi.

ST. LOUIS OF TO-DAY.

St. Louis has a population of nearly 600,000; it has a river front of nearly twenty miles; an area of sixty-two and one-half square miles; 462 miles of improved streets; over 500 miles of sewers; it has twenty public parks with an acreage of 2176.59; its waterwork's plant cost thirty million dollars; over five millions are invested in public school property, it has 125 public schools; fifty-four colleges and academies; forty-one hospitals; 328 churches. St. Louis has the largest steel arch bridge in the world, costing ten millions; the largest and finest railway station in the world; the greatest electric plant in America; the largest brewery in the world. The Missouri Botanical Garden (better known as Shaw's Garden, after the name of its founder) is the finest botanical garden in the world, and it is said that every flower, tree, plant and shrub on the globe finds a representative within its boundaries.

THE LOUISIANA PURCHASE.

The Province or District of Louisiana was a French possession originally, through La Salle's discoveries in the Seventeenth Century. In 1762, by a secret treaty, France conveyed Louisiana to Spain. It had been an expensive and troublesome province, and France was glad to be rid of it. In 1800, nearly forty years later, another secret treaty retroceded the country to France. Our relations at that time with both Spain and France were decidedly strained, the free navigation of the Mississippi river being a particularly troublesome question with the former.

President Jefferson saw plainly that we must obtain certain territory on and adjacent to the mouth of the Mississippi river.

No man dreamed of such a thing as the purchase of Louisiana, let alone suggesting its possibility. *The vast region was virtually thrown at us by Napoleon.*

When Jefferson began negotiations for the purchase of the desired territory — New Orleans and the Floridas — it was with Spain, which was supposed to own it. When subsequently it was ascertained that Spain had secretly reconveyed Louisiana to France, it was a complete surprise to the United States negotiators.

War between France and England being now — 1802 — almost certain, negotiations were transferred to France and pushed energetically, \$2,000,000 being the sum our negotiators were authorized to give for the territory desired.

Livingston, our Minister to France, was reinforced by James Monroe, a man eminently qualified for his extraordinary mission.

Monroe reached France April 7, 1803. Apparently the stars in their courses fought for us, for on April 30th, the treaty transferring all of Louisiana to us for \$15,000,000 was signed, and was at once sent to Washington for ratification. Congress ratified it October 17, 1803, and on December 20th following, the French colors came down at New Orleans and the stars and stripes went up in their stead, and the Mississippi ran its course to the sea wholly through American territory.

Before Monroe reached France, Napoleon, with consummate astuteness, had decided to dispose of *all* of Louisiana instead of the insignificant portion we were trying to buy. To Talleyrand and Marbois, his Ministers of State and Treasury, he had said: “I know the full value of Louisiana, and I have been desirous of repairing the fault of the French negotiator who abandoned it in 1762. A few lines of treaty have restored it to me, and I have scarcely recovered it when I must expect to lose it. But if it escapes from me, it shall one day cost dearer to those who oblige me to strip myself of it, than to those to whom I wish to deliver it. The English have successively taken from France, Canada, Cape Breton, New Foundland, Nova Scotia and the richest portions of Asia. They shall not have the Mississippi, which they covet. * * * I have not a moment to lose in putting it out of their reach. * * * I think of ceding it to the United States. * * * They only ask of me one town in Louisiana, but I already consider the colony as entirely lost; and it appears to me that in the hands of this growing power it will be more useful to the policy, and even to the commerce, of France than if I should attempt to keep it.” And again, “I renounce Louisiana. It is not only New Orleans that I will cede, it is the whole colony without any reservation. * * * To attempt to retain it would be folly. I direct you to negotiate this offer with the envoys of the United States. * * * I will be moderate in consideration of the necessity in which I am of making the sale.” This determination to hasten matters is shown in the words to the Ministers: “Irresolution and deliberation are no longer in season. Do not even await the arrival of Mr. Monroe. Have an interview with Mr. Livingston this very day.”

When the proposition to sell this vast domain was laid before the American diplomatists they were naturally rather staggered.

They at once rose grandly to the occasion, however. In those days of slow-sailing ships and no cables, they must themselves, unadvised by Jefferson and his Cabinet, assume the responsibilities of the moment and act one way or the other—either accept or reject. Like brave patriots they did this, accepted, and closed the bargain.

After a little haggling as to price, the matter was easily arranged,

and thus England was prevented from seizing New Orleans and Louisiana in the great war that immediately followed, and the United States obtained a future empire.

Marbois, a personal friend and admirer of Monroe, and also a warm friend of our country, was an important adjunct in the negotiations.

When Napoleon was informed of the conclusion of the treaty he said: "This accession of territory strengthens forever the power of the United States; and I have just given to England a maritime rival that will sooner or later humble her pride."

This brief recital shows the important figure cut by the French Emperor himself in the affair, and how, as a matter of fact, we drifted into it without any preconceived intention on the part of Jefferson or any one else.

And what of the country? There was a great uncertainty at the time, and there is now to many, as to what we actually obtained. We did *not* buy the Oregon country. United States Land Commissioner Hermann gives the area of the purchase as 883,072 square miles, or 565,166,080 acres, an area somewhat less than that of the original thirteen States. Roughly, the eastern limit followed the Mississippi from its mouth north to the forty-ninth parallel at the Lake of the Woods; the forty-ninth parallel constituted the northern boundary, which extended to the Rocky Mountains; the western line ran south along the summit of the Rockies to the head-waters of the Arkansas river in Colorado; thence down the Arkansas to the 100th meridian; thence south to the Red river; thence down that river to the ninety-fourth meridian; south along that meridian to the Sabine river; down the Sabine to the Gulf of Mexico, which formed the southern line.

The Louisiana Purchase was larger in area than Great Britain, France, Spain, Germany, Portugal, and Italy thrown into one. Out of it have been carved entire Missouri, Arkansas, Iowa, Nebraska, North and South Dakota, and Indian Territory; nearly all of Louisiana, Oklahoma, Kansas, Wyoming, and Montana, about two-thirds of Minnesota, and one-third of Colorado. In 1890 the population within its limits exceeded twice that of the United States at the time of the purchase. To-day it is the greatest mineral, grazing, timber, and corn and wheat region of the United States.

THE HISTORY OF OUR WORLD'S FAIR.

From an address delivered before the Southern Industrial Convention at Philadelphia by Walter B. Stevens, Secretary, St. Louis World's Fair Company.

The man who wrote the Declaration of Independence in 1776 sat in the White House twenty-seven years later and directed the acquisition of what became known as "Jefferson's West," and what was until then called the Territory of Louisiana. The price paid to the Government of France was fifteen million dollars. The money had to be borrowed. Stephen Girard, the Philadelphia philanthropist, negotiated the loan. The St. Louis World's Fair Company entered upon the period of preparation with \$15,000,000 already provided toward the cost. It is one of the coincidences that the amount secured in advance for the celebration of this Centennial is exactly what was paid for the Territory. The Territory thus acquired, stands to-day for \$6,600,000,000 of taxable wealth. It is seven times as large as Great Britain and Ireland; four times as large as Germany or France. The genesis of this coming World's Fair was an evolution. A dozen years ago James G. Blaine, speaking of the Louisiana Purchase to the Merchants' Exchange of St. Louis, said: —

"Your growth, gentlemen, is the growth of the Republic." "But," he continued, "I feel I have one reproach against this Trans-Mississippi department. My reproach to every foot and to every inhabitant of the territory of Louisiana is that on its surface which represents a third part of the United States, there is not a statue raised to the honor of Thomas Jefferson."

It was a reproach. The just ground for it was acknowledged. Sentiment for some form of celebration which should emphasize the wisdom of the Louisiana Purchase and glorify the man who made it, has been growing. The people of the Purchase discussed one form after another for the observance of this Centennial. When the thought of a World's Fair was first expressed it received little attention. When, in February, 1898, a St.

Louis member of Congress introduced a bill for a World's Fair at St. Louis in 1903, it passed almost unnoticed. Ten days later the Maine was sunk. The bill slumbered.

In the summer of 1898 the Missouri Historical Society of St. Louis moved formally in the matter of the Centennial celebration. A committee of fifty men, fully representing the city's interests, was named to consider plans. The deliberation showed that the plans considered at that time were limited to a monument for Jefferson, a building for the Historical Society, or the creation of a memorial park. But none of these was satisfying. Months of consideration brought the conviction that the Centennial called for observance in the form of a World's Fair. To the Governor of Missouri the committee went with the suggestion that the States and Territories of the Purchase be called in consultation. The Governor formally invited the other Governors of the Purchase to send delegates to a convention at St. Louis, and they did so. The invitation set forth the purpose to be "consideration of the form the observance of the Louisiana Purchase Centennial should take." Every State and Territory in the Purchase responded. The Convention met in St. Louis January 10th, 1899. Organization was effected with the Lieutenant-Governor of Iowa, Mr. J. C. Milliman, as President. Delegates were present from Arkansas, Colorado, Iowa, Kansas, Louisiana, Minnesota, Missouri, Montana, Nebraska, North Dakota, Oklahoma, South Dakota and Wyoming. The convention continued during two days. The result of it was a unanimous decision that the Centennial of the Purchase should be celebrated by a World's Fair. In summing up conclusions, the delegates, without a dissenting voice, declared: "We believe that this object can be best accomplished by an Exposition, international in its character, where the products of the labor, skill, genius, industry and enterprise of our country are brought into close comparison with those of all other countries; where the peoples of the earth can have an opportunity to behold and study the mighty impress which the influence of Liberty makes upon the progress of man, and in this great contest, where the world is the field, this wonderful valley, extending from the semi-tropical sea on the south to the semi-frozen regions of the north, will gladly

submit its progress and achievements for the first century of its growth, in friendly competition with the results of many centuries in the older world." The convention recommended that Congress be asked to participate through a suitable appropriation. A roll call of States and Territories for an opinion of the most appropriate location for the proposed Exposition, showed sixty-nine votes for St. Louis and eight for New Orleans. The Missouri delegation asked to be excused and did not vote. On motion of a delegate from Louisiana, Mr. Calhoun, the selection of St. Louis was made unanimous. The convention then proceeded to organize an Executive Committee composed of three representatives from each State and Territory within the Purchase. This Executive Committee is in existence to-day as an important branch of the organization. The convention further declared its judgment to be that in order to insure success of the proposed international Exposition on a scale worthy of its importance, it would be necessary to obtain an appropriation of \$5,000,000 from the National Government, conditioned upon a subscription of \$5,000,000 by the citizens of St. Louis. The judgment of the Executive Committee was that it would be necessary "to ask and obtain the amount of \$5,000,000 from the city of St. Louis additional to the \$5,000,000 subscribed by citizens."

The people of St. Louis acted promptly upon the decision of the Louisiana Purchase Convention and its Executive Committee. An organization of two hundred citizens was formed, with Pierre Chouteau as Chairman, with David R. Francis, as head of the Executive Committee, and with Wm. H. Thompson, as Chairman of the Finance Committee.

In the month following the convention at St. Louis, thirty members of the Executive Committee then formed, representing all parts of the Purchase, visited Washington. The committee-men canvassed the Congressional delegations from their States. They found the responses to the suggestion of a World's Fair prompt and emphatic. Following the canvass, there was given a dinner, the hosts of which were the Executive Committee of the Louisiana Purchase Convention. The guests were members of the Cabinet, Senators, Representatives and Delegates and members of the United States Supreme Court. Invitations were

limited strictly to those from Purchase States and Territories. The Cabinet was represented by Secretaries Hitchcock and Wilson. Congress was represented by nearly every Senator and Representative and Delegate within the Purchase. The Supreme Court was represented by Justices Brewer and White. The banquet assumed a most practical aspect. A series of speeches indorsing the decision of the convention and pledging personal effort on the part of the guests to carry out the recommendations was made. These addresses were characterized by marked enthusiasm. In the course of his introductory remarks, the chairman, David R. Francis, said: "Such an Exposition as we are planning will be the scene of competition of the highest mechanism of the world, and the theater for the display of the best thought of the age. The one hundredth anniversary of the Louisiana Purchase should be marked by the erection of a monument to Thomas Jefferson in the capital or metropolis of every State carved from the Louisiana Territory. On behalf of St. Louis I am authorized to say — and in this statement I am sustained by substantially all of her progressive, public-spirited merchants, capitalists and laboring men — the men who have made that city what it is — and twenty-five or more of them are seated at this board — I am authorized to say that the city of St. Louis pledges her people to raise at least \$10,000,000 toward preparing for such an international Exposition as will fitly commemorate the Louisiana Purchase, provided the Federal government will grant its recognition of the Exposition, and will evidence its good will and support." The addresses which followed dwelt upon the magnitude of development within the Purchase limits and upon the importance of the Purchase to the whole country. There was not an inharmonious note in that series of talks, continuing far into the night. The Executive Committee and the St. Louis delegation returned to their homes to take up details of preliminary work. Senators and Representatives and delegates who had pledged their co-operation formed an organization to encourage sentiment on the subject in Congress.

The Missouri Legislature entered upon the necessary legislation for the enterprise. In St. Louis the work of raising, by popular subscription, the \$5,000,000 which Chairman Francis had prom-

ised at Washington, was undertaken with vigor. At a mass meeting held in the great Music Hall, \$4,000,000 was pledged. The Speaker of the House, Mr. Henderson, appointed a special committee to consider World's Fair matters. In the House the initial World's Fair bill was introduced by Hon. J. R. Lane, of Iowa. In the Senate a similar bill was introduced by Hon. Francis M. Cockrell, of Missouri. At the hearings before the special committee, appeared Governors or other officials of the Purchase States. It was asked that Congress should, through enactment, give assurance of national aid to the amount of \$5,000,000. This aid was to be wholly dependent upon St. Louis raising \$10,000,000. The committee reported in favor of a vote by the House upon the proposition. Before the session ended a provision in the sundry civil bill committed Congress to this conditional aid. Especially significant and gratifying was the absence of any partisanship or sectionalism in the action of Congress. With the leaders of the House the conclusion was that if St. Louis performed its part of the contract the appropriation should be made at the subsequent session of Congress. The contract was fulfilled. At the next election in Missouri, November, 1900, the Constitution of the State was amended, not only to permit the city of St. Louis to issue \$5,000,000 in bonds, but also to authorize an appropriation of \$1,000,000 by the State for its participation in the Exposition. The voting resulted in the passage of both propositions, five-sixths of the total number being in the affirmative. Since that election the Legislature has carried out its part, making the appropriation of \$1,000,000; the municipal assembly has by ordinance authorized the issue of the \$5,000,000 in bonds, and the people of St. Louis have subscribed the \$5,000,000 in stock.

In February, 1901, Secretary Gage, of the Treasury Department, was furnished with the evidence that *bona fide* subscriptions to the full amount stipulated by Congress had been secured and that the bonds had been legally authorized. He certified these facts to Congress. The Special Committee reported the bill providing an appropriation by the Government of \$5,000,000. The House passed it by more than a two-thirds majority. There ensued some days of delay, owing to the desire of the Senate to

attach to the St. Louis proposition appropriations for the Buffalo and Charleston expositions, and owing to the unwillingness of the House to couple these propositions to the World's Fair at St. Louis. On the 3d of March, the Senate receded from its position, and the bill, as passed by the House, was accepted with only ten dissenting votes, which were cast by friends of the other proposed appropriations. This action of Congress in appropriating \$5,000,-000 to the St. Louis World's Fair making the Government a financial partner to the extent of one-third, was practically unanimous. It constituted the most notable legislation by Congress for exposition purposes. In the act making the appropriation the general government's close relations were clearly set forth. A national commission was provided for. That commission the late President McKinley appointed before the end of April. The nine commissioners are four former United States senators, two former members of the House of Representatives, a former railroad manager, a former State official of New England, and a leading business man of the Southwest. All sections of the country have representation in this commission.

Following the action of Congress, the Exposition Company was incorporated, and the stockholders elected directors. The directors immediately organized by the election of officers and by appointment of committees. The president of the company is David R. Francis, former mayor of the city of St. Louis, former Governor of the State of Missouri, and a member of President Cleveland's cabinet during his second administration. Wm. H. Thompson, the treasurer, is the president of the National Bank of Commerce of St. Louis. The directors stand for all leading financial, commercial and professional interests of the city.

The second month of corporate existence brought the selection of site to a conclusion, and found a score of committees at work upon the general scope and the numberless details of the exposition. Mention only of the indorsements which this World's Fair proposition has received from industrial and commercial bodies would tax patience. It will not be attempted. But the fact may be recalled that the Southern Industrial Convention which met in New Orleans went on record in strong terms supporting the movement. On that occasion it was declared that the delegates and

members of the Southern Industrial Convention "urge not only upon all the States of the Louisiana Purchase, but upon all the Southern States, cities and manufacturers especially, to give to the enterprise their hearty approval, advocacy and co-operation, in order that the industrial development of the South and West may be practically placed before the world's people, and that the grand achievement of the greatest statesman of modern times, Thomas Jefferson, be properly celebrated and his memory crowned."

There is evolution in expositions. The Centennial was a great thing in 1876. Everybody talked about it. Everybody who could visit it. Some statesman at Washington made a speech the following winter, in which he inveighed bitterly against expositions. He told how some of his constituents had sold their winter stoves in summer to get money to go to the Centennial, and were then shivering at their homes in penance for their folly! The awakening of interest in the Centennial was sudden. It came with the opening of the gates, and increased almost to a popular craze. For months after Chicago obtained from Congress the legislation to hold the Columbian Exposition, the proposition was treated in many parts of the country with incredulity. Six months after the action of Congress, the Government Commissioners found it expedient to affirm in resolutions that the Columbian Exposition movement was worthy of the serious consideration of the world.

The Louisiana Purchase Exposition enters the field without handicap, with the official indorsement and financial backing of the United States Government. It began the period of material preparation with the good will of the whole country, and with notable manifestations of interest from all parts of the world. The Louisiana Purchase Exposition will surpass all predecessors. How? It is too soon to tell in detail, but that does not detract from the promise. An exposition grows in the brains as well as by the hands of its builders. Out of the wealth of suggestion comes as naturally as germination of seed, the evolution of a World's Fair. Shadows of some phases are being cast before. They indicate no borrowing, no copying. Life, the human activities, it seems, will be a strong feature in the Exposition. A World's Fair of people as well as of things is contemplated.

Enduring features are engaging the attention of the directors. A World's Fair that shall create for permanence is being planned. Processes of manufacture, wherein actual production is shown, will be encouraged, as being of more interest to the people than still exhibits. These and other tendencies will develop that which shall make the coming Exposition characteristic, greater and better than all international expositions which have preceded it.

PLAN AND SCOPE OF THE INTERNATIONAL EXPOSITION AT
ST. LOUIS.

(Official.)

PLAN.

The foundation plan of the St. Louis World's Fair will be that of an exposition both national and international in its character, so that not only the people of the Louisiana Purchase Territory, but of our Union, and all the nations as well, can participate. It will be so projected and developed as to insure the active interest of all the peoples of the world and induce their participation upon a scale without parallel in any previous exposition.

It will present in a special degree, and in the most comprehensive manner, the history, the resources, and the development of the States and Territories lying within the boundaries of the Louisiana Purchase, showing what it was and what it is; what it contained and produced in 1803; what it contains and produces now. It will make it plain that the prophecy of 1803 has been more than fulfilled, and show that a veritable empire now lies between the Gulf of Mexico and Puget Sound, within the limits of the territory Jefferson obtained by the Louisiana Purchase. It will show the history, resources and development of the possessions of the United States, including Porto Rico, Alaska, Hawaii, Samoa, Guam and the Philippines. It will embrace in a similar portrayal Cuba and any other country which may enjoy the special and exceptional protection and

guardianship of the United States. It will depart from the plan of all past expositions and make life and movement its distinguishing and marked characteristics. To this end it will aim definitely at an exhibition of man as well as the works of man; at the presentation of manufacturing industries in actual conduct as well as of the machines out of action; at the exhibition of processes as well as of completed products.

It will carefully plan in the location, the construction and arrangement of all buildings and works so as to assure the highest degree of convenience, ease and comfort for visitors who come to inspect the wonders contained within its inclosure. It will make it both easy and comfortable to get to the Exposition Grounds from every quarter of the city and from every railway terminating in St. Louis. It will in like manner make it easy and comfortable to move about the Exposition Grounds, and to pass from building to building and from point to point within every building of large area. In short, it will make the transportation of visitors the subject of special study and spare no expense in the solving of this vital problem, so that the St. Louis World's Fair may go down in history as the first great international exhibition which a visitor could inspect without enduring fatigue and hardship.

Finally, it will embody and illustrate the latest and most advanced progress in the employment of the energies of nature. It will be up-to-date in the use of all new motive forces, and be fully abreast with science in the utilization of every novel invention or discovery that has practical value.

SCOPE.

In order that the general plan outlined for the St. Louis World's Fair may be fulfilled in its actual accomplishments, it will exhibit the arts and industries, the methods and processes of manufacture of the whole world; it will gather the products of the soil, mine, forest and sea from the whole earth. It will comprehend man in his full twentieth-century development, exhibiting not alone his material, but his social advancement. It will show humanity at rest as well as at work, presenting man in his hours of recreation, his exercises, his

games and his sports. It will illustrate the modern home with the infinity of comforts and conveniences that have been brought into common use within the century the St. Louis World's Fair will commemorate. It will bring together the wild life of the forests, plains and waters, showing visitors a zoological collection of untrained and untamed animals as nearly as practicable with the surroundings of their native state.

The progressiveness of the Exposition will be most especially manifest in the manner and extent of its use of artificial light, both for purposes of illuminating and as a means of decoration. Electric lighting in the latest, most striking and most effective form, as well as all other new and efficient modes of illuminating, will be so liberally employed that the Exposition grounds and buildings will blaze with light at night and their beauties successfully rival the attractions of daylight. For the development of the Exposition to the full scope outlined it will provide for the housing and care of exhibits divided into a number of grand sections, each of which will be again divided into departments and subdepartments. The principal sections into which the Exposition will be divided will be as follows: Agriculture, Athletics and Outdoor Sports and Games, Chemical Industries, Civil Engineering, Colonization, Decoration, Furniture, etc., Diversified Industries, Education and Instruction, Electricity, Fine Arts, Machinery, Food-stuffs, Forestry, History, Horticulture and Arboriculture, Liberal Arts, Military and Naval, Mining and Metallurgy, Social Economy, Textile, Transportation, Wild Animals.

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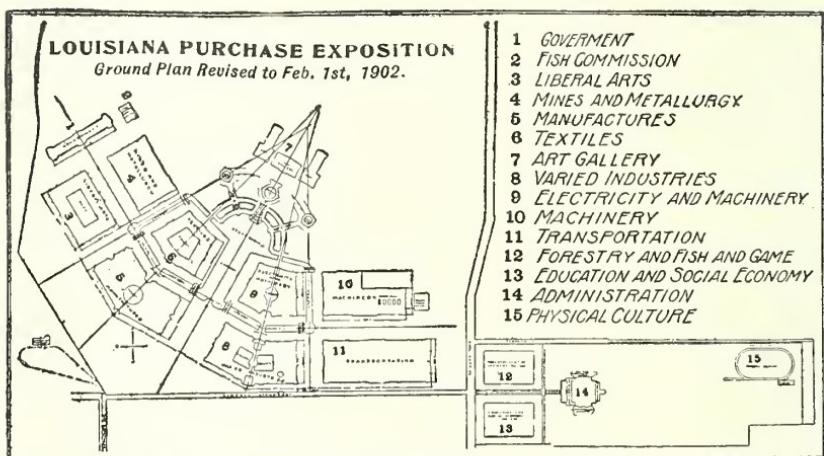
FREDRICK J. V. SKIFF.

THE WORLD'S FAIR GROUNDS AND BUILDINGS.

The Louisiana Purchase Exposition, in St. Louis, will be the first in the world's history in which hills enter into the composition of the main exposition "picture." The natural topography of the site prompted this radical departure. The main "picture" of the exposition (the great spectacle to be made by the big exhibit buildings, by water and by sculptures) is to be located entirely within Forest Park, the second largest public park in the United States. The use of half of this park, the unfinished portion, was granted to the exposition company by the City of St. Louis as an exposition site. This part of the park is hilly. It contains a large level tract of about 400 acres, which formerly supplied space for golf links and a race track. From this level the ground rises on a slope of about 60 degrees to an average height of 60 feet. The main exhibit buildings, the big towers, the lagoons, basins, canals and statuary groups, occupy the lower level. The Art Gallery and its by buildings (the architectural chef d'oeuvre of the exposition designed by Cass Gilbert) the United States Government Building, designed by J. Knox Taylor, are to be built on the elevated tract.

In the treatment of the intervening slope the commission of Architects had scope for originality. The difference of elevation constituted the chief problem with which they had to contend. They solved it as shown in the ground plan. Hanging gardens and a series of magnificent cascades fill in this portion of the picture. The main picture of the exposition is roughly in the shape of a gigantic fan, the ribs of which are the avenues of the exposition. At the apex of this radiant composition stands the Art Building on an eminence. Three great cascades that issue from the sides of three hills in the form of a crescent are to course down the hillsides and to empty into a grand basin. The water effects of the picture, radiating from these three cascades, offer a mile of continuous water circuit. From the roughly semi-circular basin into which the cascades plunge, two streams in imitation of a natural river branch to right and left. As they traverse the avenues their banks assume a regular geometrical

outline to their debouchure into the grand basin at its lower end. The beautifully wooded areas on the highest levels of Forest Park are to be occupied by the State and foreign buildings. The main entrance to the exposition is to be on the side toward the city where the exposition site abuts the finished portion of the Forest Park. A monumental entrance of magnificent proportions and design, the work of Chief Architect Taylor, will be located here. The two exhibit buildings immediately within this great portal will be crowned by towers 400 feet high which will form a part of the picture of the monumental entrance. The grandest residence street in St. Louis, Lindell Boulevard, will lead directly to the monumental portal. Visitors driving to



GROUND PLAN.

the site out Lindell Boulevard, will traverse a thoroughfare on which are some of the handsomest homes in America. The main exposition picture covers over two-thirds of a square mile. The avenue in which lies the Grand Basin is 600 feet wide. The other avenues are 300 feet wide. From the main entrance to the apex of the radiant picture the distance is over three-fourths of a mile. The buildings are on the same heroic scale. Those in the main picture are to be: —

BUILDING.	DIMENSIONS.	ARCHITECT.
Art Building, with two Pavilions, each.....	300 x 900 ft. } 200 x 300 " .. }	Cass Gilbert.
Liberal Arts Building.....	600 x 550 " ..	Barnett, Haynes & Barnett
Manufactures and Liberal Arts Building	600 x 1200 " ..	Carrere & Hastings.
Electricity Building.....	600 x 550 " ..	Walker & Kimball.
Varied Industries Building ...	600 x 1200 " ..	Van Brunt & Howe.
Mines and Metallurgy Build'g	550 x 750 " ..	Theo C. Liuk.
Textiles Building.....	550 x 750 " ..	Eames & Young.
Machinery Building.....	600 x 1300 " ..	Widmann, Walsh & Bois-
Government Building, with Fisheries Pavilion and Ordnance Pavilion	400 x 250 " ..	selier. J. Knox Taylor.

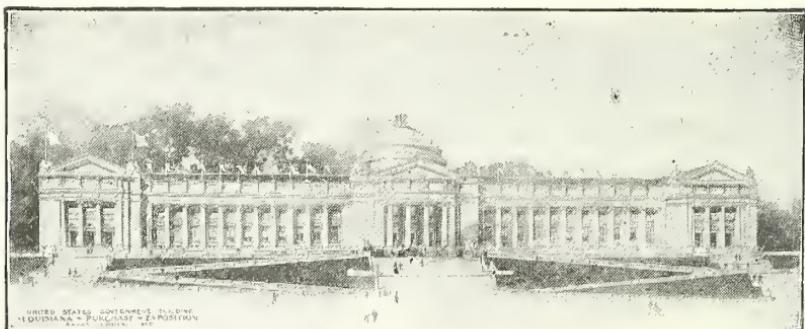
The Agricultural Building, the largest structure in America, 700x2000 feet, to be designed by Chief Architect Isaac S. Taylor, will not be included in the main picture.

Another problem solved by the architects was in the composition of the Art Building. This is to be a fire-proof permanent structure, and for that reason cannot be as ornate as the show buildings of staff, which form the rest of the main picture. To eliminate a discordant note which might enter in the juxtaposition of a subdued building with the more ornate exhibit buildings, the summit of the hill whence the cascade torrents gush will be crowned by a magnificent colonnade or peristyle which will close the main picture and exclude from the grand view the more subdued main art galleries. The colonnade will be terminated at either end by the pavilions of the Art Building.

UNITED STATES GOVERNMENT BUILDING.

The United States Government Building will occupy the most easterly site of the several large exhibit buildings. It will be upon an eminence sixty feet above the water level of the Grand Lagoon and will command a view of the main transverse avenue of the exposition "picture." The west frontage of the building will be marked by great colonnades on the Corinthian order. The appropriation for this building is \$250,000, but since the

sketch has been finished by the architect the government board has declared that the space afforded by the structure is insufficient and an effort will be made to make the building larger without materially altering the design. The site affords ample space for the proposed increase of size. The building is from designs by J. Knox Taylor, supervising architect of the treasury. He has introduced in the design a central feature which gives a



GOVERNMENT BUILDING.

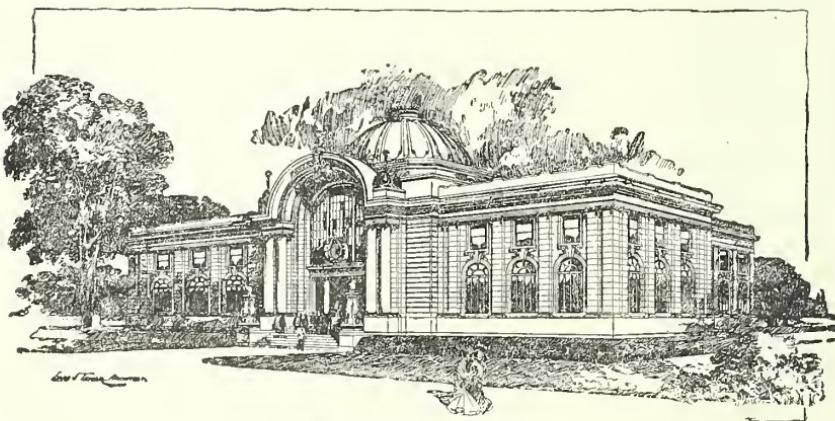
well balanced and effective facade. The style of architecture conforms happily with that adopted for the other exhibit buildings. The area to be covered by this building, if present plans are followed, is a little more than two acres, being 400x250 feet. Back of the main structure is to be a large building for the United States Fish Commission exhibit.

THE MISSOURI STATE BUILDING.

The Missouri Building at the World's Fair, is the main building in the group of buildings to be erected by the Missouri World's Fair Commission on the grounds of the Louisiana Purchase Exposition in Forest Park. The site of the building was recommended by the Commission after a careful survey of the ground. Ready accessibility and prominence among the buildings that surround it are both admirably subserved by the location. The building will be erected

on the high ground south of the big main picture of the Fair. The building nearest to it will be the United States Government Building. The Missouri Building is to be almost in the geographical center of Forest Park and is therefore near the eastern boundary of that part of the park to be used for the Fair. It will be easy of access from north, south and east. The grounds to the south are nearly level to the border of the park at Clayton road. To the north the approach is precipitous, which adds beauties of perspective, while at the same time the declivity is not so great as to render it inaccessible for pedestrians. The Intramural Railway which will traverse the grounds of the Fair has been laid out to pass in the immediate vicinity and a handsome station will be located near the Missouri Building. All the sewer, water and electric service lines will be brought to the building. The site selected is now heavily wooded with oak, hickory and other forest trees and not a single tree will be molested except where the necessities of foundations and walks compel. The majestic old trees will be kept to serve as a background and a foil for the architectural beauties of the edifice. The Missouri Building will face the north, looking directly toward what will be the main entrance to the Exposition grounds. The Lindell pavilion, located near this point, is even now and will be after the Fair, the central gateway on the north side of the park. The style of architecture of the building is a free treatment of the French Renaissance, which is the characteristic style selected for the Exposition. It is in the shape of a long parallelogram with a center wing extending to the rear. It will be two stories in height and will have a basement story also. The center is a symmetrical square design with the two side and rear wings joining same. The two side wings of the three which branch from the main rotunda, will have a center corridor, the full length of the wing with rooms on either side—large and spacious and capable of being used either as reception or exhibit rooms. The present intention is to divide the space into compartments for use during the Fair. Afterward it can be thrown into one compartment to serve such uses as the building will be put to after the Fair. The height of the stories allows the rooms to be thoroughly lighted and ventilated, and gives them a monumental appearance. A great dome crowns the center and

the second story is formed into a balcony opening the view from the level of the first story floor to the ceiling of the dome. The visitor entering the building will be struck at once with the size of the rotunda and the wide sweep of the dome. Sixteen columns will carry the balcony of the second floor and, following the plan of the dome, will carry the perspective from the floor line to the vault of the dome. The ceiling of the great dome and the walls of the corridor will supply work for the mural painter in the representation of incidents in the history of Missouri and in genre representation of incidents of the life and work of its citizens. These genre paintings will represent life and action of the present

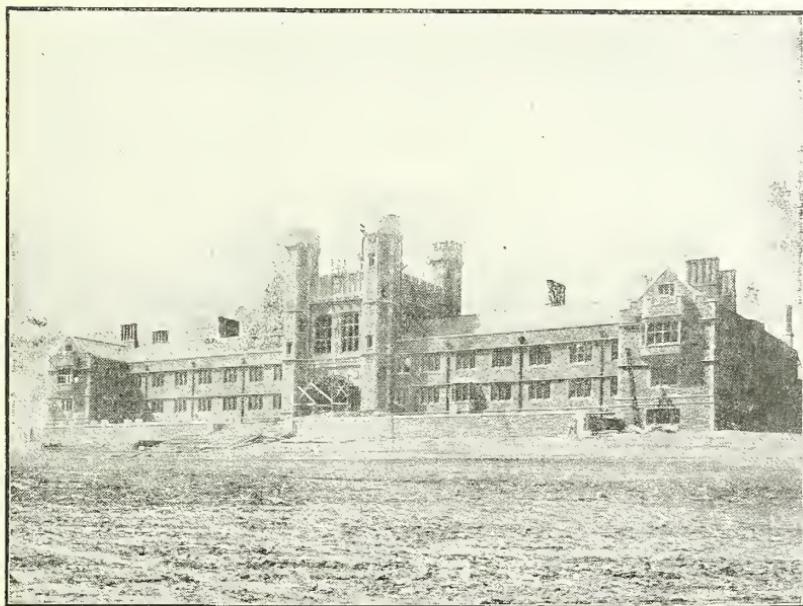


MISSOURI BUILDING.

day in Missouri, and will in a short time to come be of great historical interest. It is the intention to have these paintings represent a court scene; a marriage scene, civil or church; a baptism scene, and other every-day events of the present time.

Large, wide, easy flights of stairs lead to the second story. The sides of the main entrance are decorated with massive stone columns and the entablature, broken into the shape of an arch, makes the front light in construction and graceful in appearance. This form also guarantees light and ventilation in the main rotunda at all times. A magnificent carving in stone of the coat of arms of the State of Missouri will hold a place here, over the

main entrance of the building. This will stamp it through coming years as one of the possessions of the State, no matter to what use it is turned after the exposition. In the rear wing is a large assembly hall on a level with the first story floor. This hall is 25 feet high in the clear, capable of seating 1,000 persons. At the sides are retiring rooms. The hall is designed not only for speech-making but also for such balls and entertainments as the Missouri Commission may give during the exposition. A large gallery crosses the hall at the northern end. Under the



ADMINISTRATION BUILDING.

hall, in the basement, are toilet and storage rooms. This compartment also contains the heating and ventilating apparatus. Above the hall are two large rooms which can be used advantageously for exhibit purposes. Two flights of iron stairs lead from the basement to the second story. These are placed back of the rotunda and afford easy access to all parts of the building.

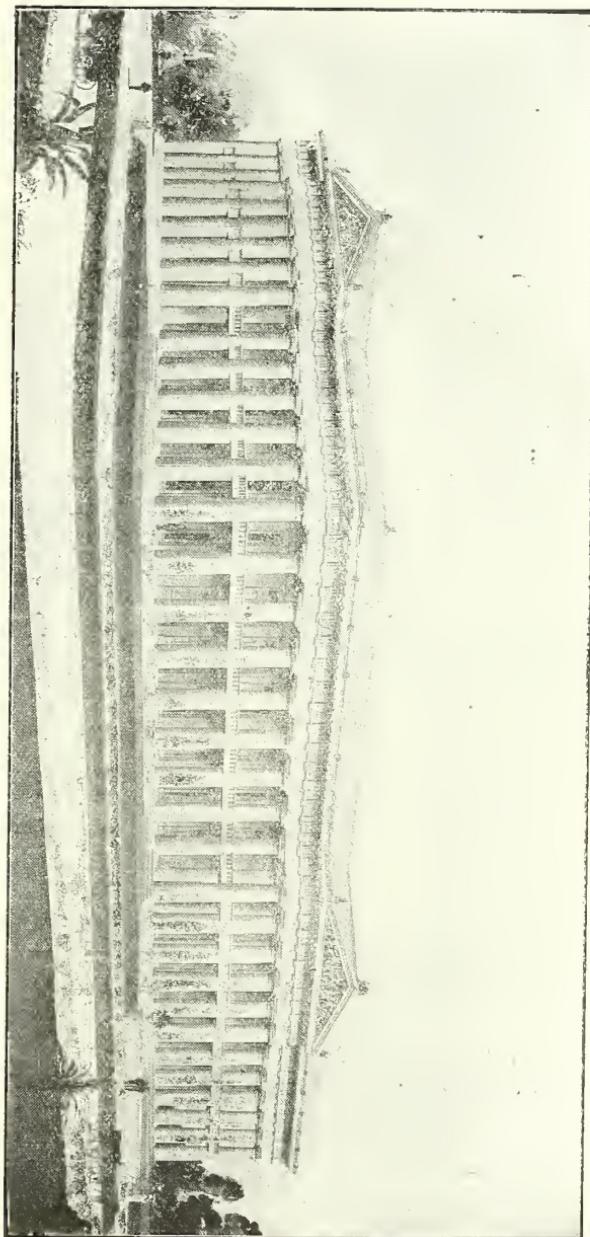
None but Missouri materials will be used in the building. The Commission is satisfied that Missouri can supply everything needed for the erection and equipment of even so elaborate a structure as this. The basement of the building is to be of Missouri granite. Above this, to the top of the balustrade course, the material will be of cut stone. The exterior of the dome will be covered with Missouri lead or zinc. The rotunda is to be finished in the marble and onyx so abundant in Missouri. The most delicate materials can be used in this position, as there will be perfect protection from the weather. There will be no plastering in the rotunda. Walls, columns and dome will show the original materials in their most highly finished condition. The purpose is to get a perfectly harmonious effect of color and texture, but at the same time give all the vast building resources of Missouri a show place in this structure for all time to come. In the finish of the interior the beautiful woods of Missouri will be exclusively used. The wood will be finished and polished, but in natural color. Oak, walnut, elm, sweet gum, yellow pine, maple, ash, and many others, will be used. The chandeliers will be of Missouri iron. The floor of the rotunda of Missouri marble. The building will be fire-proof throughout, and from foundation to dome will be a credit to the State, and what it is intended to be—an exhibit within itself of the building material resources of the State.

Isaac S. Taylor is the architect of this magnificent edifice.

TEMPLE OF FRATERNITY.

It is very gratifying to the promoters of the Louisiana Purchase Exposition to have accorded them such a cordial spirit of co-operation as the fraternal societies of the United States have shown. Very substantial results are to follow the efforts of these societies, which will take the form of a magnificent Temple of Fraternity costing \$200,000, to be erected on the site of the World's Fair and to be a prominent part of the Exposition. This temple will be erected by the World's Fair Fraternal Building Association under the auspices of the Missouri Fraternal Congress, which repre-

FRATERNAL BUILDING



sents the various fraternal societies operating in Missouri. This is the first time that the fraternal orders have united in such an enterprise. The congress includes Masons, Odd Fellows, and other fraternal and beneficiary orders having a combined membership of more than three millions. Every member of all these orders will be made to feel at home in this building. As each one will participate to a greater or less extent in its erection he will feel a proprietary interest in the building and will be attracted to the World's Fair. It will be the meeting and resting place for all members of these societies, where their interests will be well cared for.

The Board of Directors will consist of Noah M. Givan, President; W. R. Eidson, 1st Vice-President; W. H. Miller, 2nd Vice-President; Theo. A. Huey, President of the Missouri Fraternal Congress, and C. F. Hatfield, Secretary. Mr. Wm. H. Thompson, President of the National Bank of Commerce, and Treasurer of the Louisiana Purchase Exposition Company, is also Treasurer of the Fraternal Association. The Finance Committee will consist of W. R. Eidson, Chairman; Charles F. Wenneker, Sam'l M. Kennard, Corwin H. Spencer, W. H. Woodward, C. H. Huttig, A. S. Robinson, and J. T. M. Johnston. Thus it will be seen that six of the principal directors of the World's Fair Company are unofficially indorsing this building. A press and publicity committee will also be organized, of which Mr. W. F. Bohn has already been appointed Chairman. The plans for the building, designed by Mr. Thomas J. Prosser, architect, show a structure 300 by 200 feet in size. The building is to be an adaptation of the famous Parthenon of Athens, the standard of Greek Architecture. Immense Doric columns will surround the building on all its four sides, inclosing sixteen foot verandas, which will surround the building on both the ground and second floors. There will be eighty rooms, all of which will have an abundance of light and air, all being outside rooms, and running from these outside verandas to an interior court, which is to be, itself, surrounded on both floors by broad galleries. The interior of this court is to be made attractive with fountains, foliage, flowers, etc. There will be four entrances, one on each side of the building, leading through magnificent corridors to the central

court. Many conveniences will be provided such as a free dispensary for the sick, both men and women, under a medical commission; a branch post-office, telephone service, check-rooms, writing, reading, smoking and lounging rooms, ladies' parlors, and, in fact, every convenience which will insure the comfort and enjoyment of members of the fraternal societies visiting the World's Fair. It is designed that the building shall be placed upon an elevation, rising in two terraces from the main ground level. The Director of Construction and Maintenance, Mr. Isaac S. Taylor, has assigned a very satisfactory and eligible site 500 by 600 feet.

MINES AND METALLURGY BUILDING.

The Mines and Metallurgy Building forms part of the east wing of the fan-like general ground plan, and is the last building on the south side of the esplanade leading to the group of Government buildings, which are to stand on a higher level. It will have a rich background of hillside foliage toward the southeast. Considered as part of the general scheme it plays a rather unimportant role in the spectacular display of the Fair, and for this reason no attempt has been made to force attention to it by such means as towers, domes, or similar architectural devices. The outside dimensions are 525x750 feet and the interior is divided into eight oblong parts, almost equal in area. The division is accomplished with glass covered and ventilated arcades from 30 to 50 feet wide, which makes it possible that each division receives abundant light from every side, and that no skylights are necessary directly over any of the exhibition spaces. At the intersection of the two principal arcades through the main axis a colonnaded rotunda is shown. The ground floor will furnish an exhibition space of about 265,000 square feet, and about 150,000 square feet may be gained by the introduction of galleries. A subdivision of each department into numerous alcoves is suggested. The walls of the building are set back from the facade 18 or 20 feet, forming a covered loggia which surrounds the entire building. The facade of the building in

question may be likened to a screen bearing the same relation to this structure as do the colonnades of the adjoining buildings. The base of this screen consists of sculptured panels illustrating in bold relief the progressive stages of civilization in symbolical representations, the background to the sculptured figures being of a rough golden-colored glass which will be illuminated at night and show the figures in silhouette. The figures are more than life size. Being a part of the greatest "show" ever attempted it undoubtedly should be novel, striking and full of life. The style of architecture which it represents has been a source of much speculation.

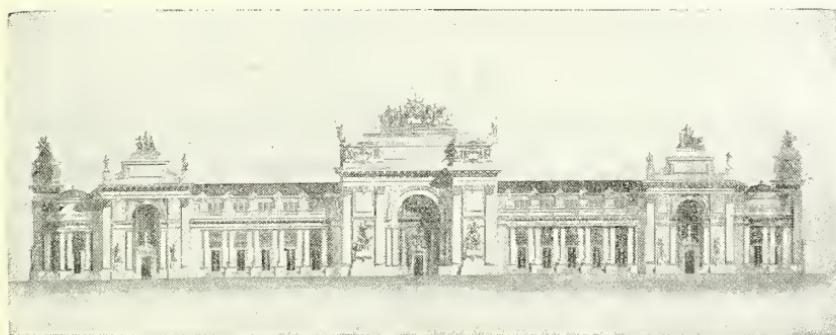
"Some have attempted to classify it as an example of the 'Nouveau art,'" says Mr. Theo. C. Link (of St. Louis), the architect of the Mines and Metallurgy Building, "but when I recently noticed an English art critic say, in protesting against its invasion of Great Britain, that this 'Nouveau art' is 'a malady, the pernicious virus of which becomes more acute the farther it travels,' I feel a strong personal solicitude for a properly conducted baptismal ceremony. Let us, therefore, name it 'Secession Architecture.' Perhaps I will have to explain what 'secession architecture' is, if the name should not make it quite clear. It means architectural liberty and emancipation, with a strong plea for individuality. It is a breaking away from conventionality in design; it is more an architecture of feeling than of formula."

LIBERAL ARTS BUILDING.

The Liberal Arts Building, another of the monster structures which makes up the great picture of the Exposition, was designed by Barnett, Haynes and Barnett, an architectural firm of established repute in St. Louis. It is the closest of the big exhibit buildings to the open-mesh wire fence which will separate the exposition site from the finished part of Forest Park. It is the most easterly of the buildings and abuts the pavilions of the United States Government Building, which will be used for fish and ordnance exhibits. The Liberal Arts Building will be built of staff and the estimate of its cost is \$500,000. Although

following the prevailing style of architecture of the exposition — the Renaissance — it adheres very closely to classic lines. The long facade, especially, shows a magnificent entrance, which is almost pure Corinthian. Here is what the architects say of their structure: —

"The style of architecture is a severe treatment of the French Renaissance for the exterior facades. In fact, the treatment embodies rather a feeling of the classic than of the Renaissance. It has been the endeavor of the architects to depend largely on sculpture in the decoration of the building, refraining from the over-use of stereotyped architectural ornamentation. The main facade will be 750 feet long and will be made interesting by the use of a center pavilion and of two end pavilions. The center



LIBERAL ARTS BUILDING.

pavilion is brought somewhat above the connecting buildings which unite it with the pavilions on either side. Each of the three pavilions, on the fronts, forms an elegant entrance to the building. On the main facade are three entrances and on the 525-foot facades are two entrances, one in each of the end pavilions. One of the most beautiful features of the plan will be the internal court, which is to be carried out in strictly Roman feeling. The court is treated with arcade development, which incloses the court, forming a cool, shady walk entirely around it. The court is diversified with architectural fountains, statuary and vases. It is the idea that these vases and

statuary shall be reproductions from old Italian and Roman masters. In the loggia of the court will be mural frescoes on old gold backgrounds, which will add subdued color to the enchanting picture. Vines and flowers will be employed in a garden walk at the attic story line. The lower court will be carried out in the form of gardens and fountains. One of the most beautiful treatments of the exterior will be the broad allegorical, processional frieze on the interior walls of the exterior loggias. These mural paintings will be executed on a background of old gold. The main entrance will be in the form of a semi-cycle with circular colonnades. The ceiling of this semi-cycle will be frescoed on a background of old gold. The decorations and ornaments will be brought out in relief. The plan is conspicuous for the perfect simplicity of its arrangement and the practicability of its exhibit spaces. The ten main entrances of the building intersect the exact centers of the exhibit spaces, the axial lines of these entrances running through the centers of the exhibit spaces from east to west and from north to south. The building is to be constructed without interior columns, the exhibit space being spanned in one truss. The internal court can, if necessary, be used as an overflow exhibit space. The exhibit space is adapted to any kind of an exhibit and the building will be ventilated and lighted by an abundance of windows, both in the exterior walls and in the clear-story.”

ELECTRICITY BUILDING.

The Electricity Building is the work of Walker & Kimball, of Boston and Omaha, who were chief architects of the Omaha Exposition. The structure is located on the main central avenue, and is one of the leading elements of the main Exposition picture. It will have a frontage toward the north of 650 feet, and toward the east of 525 feet, facing the main lagoon. The design is a bold columnated treatment of the Corinthian order. The columns are carried well down toward the ground to give height to the facades. The facades are well accentuated by elevated pediments and tower effects over the four main entrances and at the corners. Over the accentuated places, as well as over the twin columns, which form

a pleasing variation of the treatment of the facades, opportunity for ample sculptural decoration is supplied. The fenestration is bold and appropriate, giving ample light and substantial wall treatment. On two sides of the building are loggias which add pleasing effects of light and shadow. There are numerous openings on the facades, such as exhibitors always seek in selecting their exhibit space. The plan of the building is simple and well treated, showing an effort to supply as much exhibit space as is possible with the 350,000 square feet of floor space. The exhibit space is compact and symmetrical. An extensive balcony sweeps around four sides of the building, supplying 100,000 square feet of additional exhibit space.

MANUFACTURERS AND LIBERAL ARTS BUILDING.

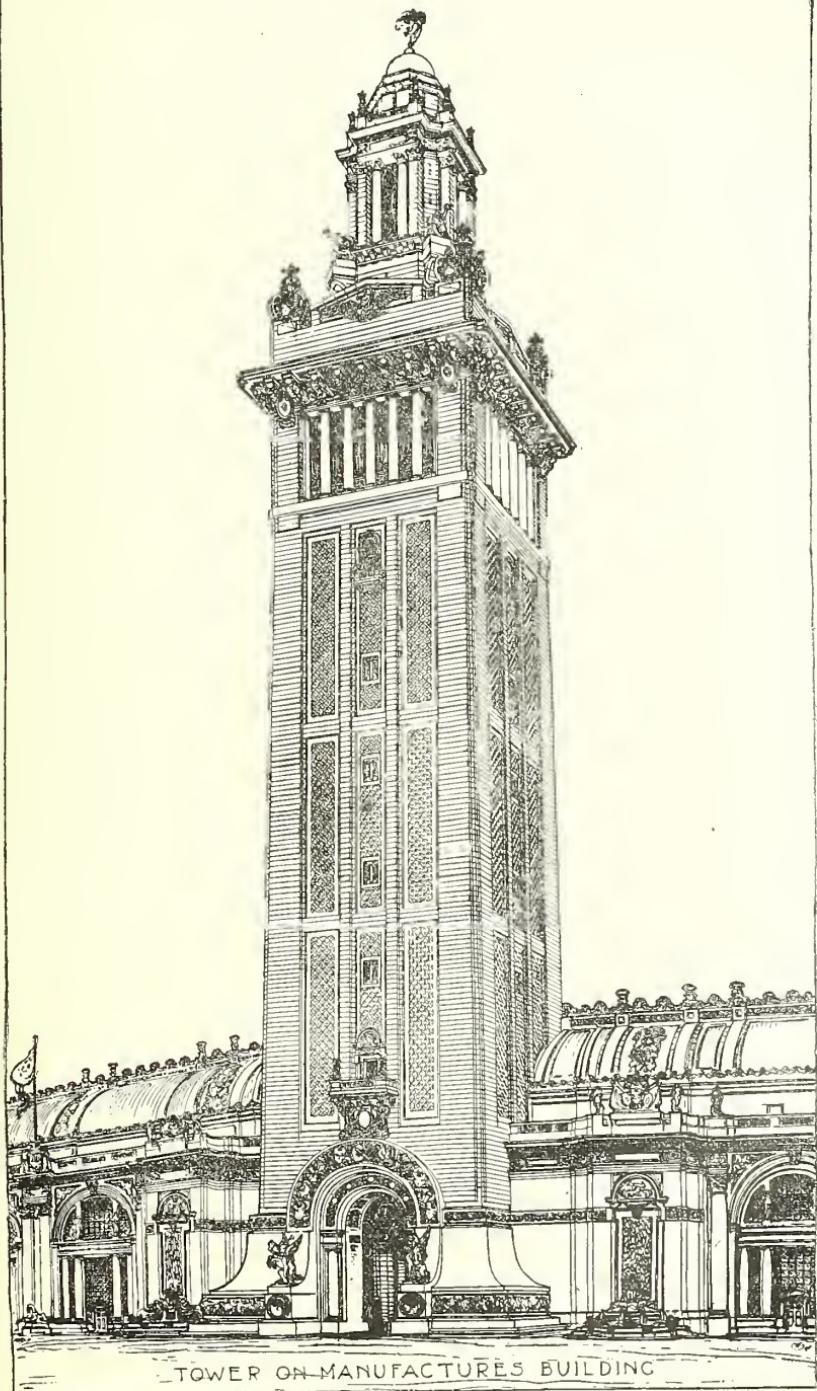
The Manufacturers and Liberal Arts Building, designed by Carrere & Hastings, of New York, is one of the leading structures in the big Exposition picture. It is located in the picture symmetrically with the Mines and Metallurgy Building. These two buildings will stand one at each side of the first view of the picture of lagoons, cascades and hanging gardens, which the visitor will get as he enters the grounds by the main entrance. At the northern end of each of these buildings a gigantic tower, some 400 feet high, will be reared, and will close the picture much as the colonnade of the Art Building will close the picture at the southern end. These two big buildings have been designed respectively by Walker & Kimball, who were chairman of the Board of Architects of the Omaha Exposition, and Carrere & Hastings, who were chairman of the Board of Architects of the Pan-American Exposition, so that the northern end of the St. Louis Exposition picture will have a working relation with the most recent great expositions held in this country.

Isaac S. Taylor, Chairman of the Commission of Architects, furnished the following discussion of the structure: "The Liberal Arts Building, by the well-known American architects, Carrere & Hastings, of New York, is a noble composition developed in the Corinthian order of architecture. It lies in the main picture, being one of the buildings on the entrance to the main boulevard or central spacing. The structure has a

frontage to the north of 1,300 feet, with a depth of 525 feet on the main boulevard. The architects have designed noble and imposing entrances at the centers of the main facades and have composed a tower some 400 feet high to stand at the angle of the main facade facing north. This prominent feature gives an appropriate balance with a tower of corresponding height on the Mines and Metallurgy Building immediately west. These two towers will balance the main front of the general layout of the important buildings constituting the fair. The architects have arranged corner entrances into this building. Entrances at the corners of buildings are difficult to so design as to be in perfect harmony with the architecture of the building in general. Without skillful treatment, such entrances would not be acceptable from an artistic standpoint, but such entrances as Carrere & Hastings supply will please both the layman and the expert. Graceful groups of sculpture will ornament and accentuate the four main entrances on the sides. The architects have developed a most skillful arrangement of the roof lines. They give light and ventilation and at the same time avoid the extensive and troublesome skylights frequently used on structures of this kind. The design of the facades of the building, employs the open Colonnade treatment which is very acceptable in a climate like that of St. Louis. This affords both a passageway for visitors and offers the shadow relief that will enhance the beauty of the design. The interior of the building has been laid out with courts of simple and pleasing proportions, with sufficient decoration to break the monotony of the walls. Opportunity for mural decoration is given on the outside walls back of the column treatment. The cost of the building is to be \$850,000."

THE BIG TOWER OF MANUFACTURES BUILDING.

Carrere & Hastings, of New York City, architects of the Manufactures Building, have sent to Director of Works Taylor a perspective drawing of the big tower which will stand at the southeastern angle of their building. The plan of the building consists of two trapezoids slightly inclined towards each other about a central axis. The tower stands at the end of this axis.



TOWER ON MANUFACTURES BUILDING

This tower is symmetrical in the picture with a similar tower holding a similar position on the Varied Industries Building, designed by Van Brunt & Howe, of Kansas City.

The tower rises 375 feet above the ground. It has an observation platform 300 feet above the grade of the building. The platform is reached by a staircase and two elevators. The tower consists of a plain square shaft with a large spreading base. In this base is a monumental doorway giving entrance to the main axis of the building. The observation platform is a great loggia beyond a colonnade of the Ionic order, which is located immediately below the principal cornice of the tower. Above the cornice is a heavy pediment, forming the base of the surmounting lantern. The lantern is composed of an octagonal basement story supporting four loggias with Corinthian columns, between which, and the angles, are allegorical figures set upon bracket plinths. The top story of the lantern is an octagonal attic with torches at its base. This attic is capped by a small gilded dome, on which stands a winged figure.

The motion to be taken by the sculptures is suggested in considerable detail by the artist who has drawn the perspective. Sculpture is used in profusion in the pediments, in the cornice and in the angles beside the pediments. In the tower along the roof line of the building a small balcony is located, which can also serve for observation.

Carrere & Hastings have sent to the Director of Works their general drawings, including plans and sections, and the force of draftsmen is now engaged in developing them.

ART BUILDING.

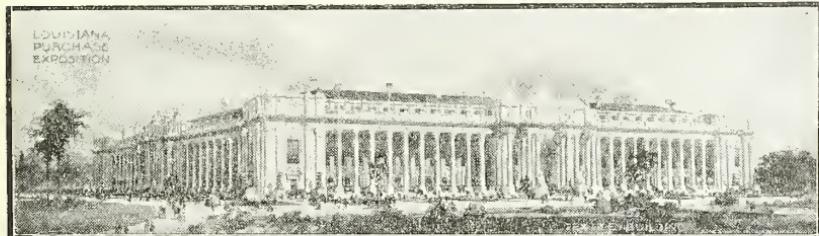
The Art Palace and its by-buildings, designed by Cass Gilbert, of New York and St. Paul, the architect of the New York Custom House and of the Minnesota State Capitol, will be the crowning construction of the St. Louis World's Fair. The art palace will stand on a natural elevation rising some 60 feet at an angle of about 60 degrees from the level on which will be located the other big main exhibit buildings. It will close the picture as much as the big electric tower at the Pan-American Exposition closed the picture there and as the Peristyle at Chicago closed the Court of Honor

picture there. The Art Palace will consist of a main permanent gallery, 600x300 feet, in which will be housed the priceless paintings gathered from all parts of the earth; two pavilions, each 200x300 feet which will be used for housing exhibits of art objects produced in the course of industrial pursuits; and a gigantic colonnade connecting the pavilions and spanning the entire upper end of the exposition picture. The main art gallery will be a permanent fireproof structure.

In the main art gallery will be two courts which it is the intention of the Art Department to use for the exhibit of sculptures under as nearly as possible the conditions under which they were designed for exhibit. The Art Palace and its by-buildings will cost \$1,000,000.

TEXTILES BUILDING.

Messrs. Eames & Young, St. Louis architects, have designed the Textiles Building. They have selected the Corinthian order of architecture as being most in keeping with the purpose of the



TEXTILES BUILDING.

structure. The Textiles Building is situated to the left of the main Lagoon, and this, and the Electricity Building are the only two buildings facing the Grand Basins with the cascades and approaches to the terrace crowning the hill on which the Art Building stands. While the building is not the largest in area, its position makes it one of the most conspicuous one, in what has been called the "Main Picture" of the Exposition. The building fronts 525 feet on the main thoroughfare of the Exposition. The principal entrances are on the axes of the building and some-

what resemble the well known form of the triumphal arch. At each angle of the building is a pavilion, forming a supplementary entrance, and these are connected by a colonnade of monumental proportions. The four elevations are similar in character, varying only as required to accommodate the design to the irregular shape of the ground plan. A liberal use of architectural sculpture lends a festal character to an otherwise somewhat severely classical exterior. The screen wall back of the colonnade, gives opportunity for a liberal display of color as a background for the classic outlines of the Corinthian columns, affording liberal scope to the mural decorator.

The interior court will follow the general outline of the buildings in form and style, and will be laid out in the form of a plaisance or garden of a formal type. It is also suggested that this building, the roof of which is practically on a level with the terrace of the Art Building, could be successfully utilized as a promenade with a roof garden and restaurant attachment. It is estimated that the cost of this building will be about \$600,000. It will be wholly temporary in character, and will be constructed of staff, or other similar material.

MACHINERY BUILDING.

The Machinery Building, which is the product of Widman, Walsh & Boisselier, of St. Louis, has a number of peculiarities that distinguish it from the other buildings of the main Exposition picture. From the southeast corner a big square is cut, forming a re-entering angle. The reason for this was that a big hill entered into the side at this point. The building is peculiar, also, in that it is crowned by eleven towers. Two of these, each 265 feet high, flank the northern entrance. Five are located one on each of the main corners of the building. Each of these is 185 feet high. Four lower towers, each 100 feet high, are located on the south front of the building. The building is peculiar, also, from the fact that it will house the big electric light and power plant to be put in by the Westinghouse Electric Company, consisting of four units of 2,000 kilowatts each. Coupled with this plant is a switch board 107 feet long, from which the electricity is to be distributed to all parts of the grounds. This switch

board stands in a gallery at the eastern end of the building. The wires carry the current from it and reach the sub-way through two great towers, each $8\frac{1}{2} \times 18$ feet. These towers are to be fire-proof and to be built of tiling and iron. Another peculiarity of the building will be the fact that two lines of railway track will be run through it, from east to west, properly equipped with turn-outs and switches. These tracks will be used for conveying material to the building during construction and will be left in place to aid in installing machinery later. The building will contain altogether 3,000 feet of railway track. The floor is to



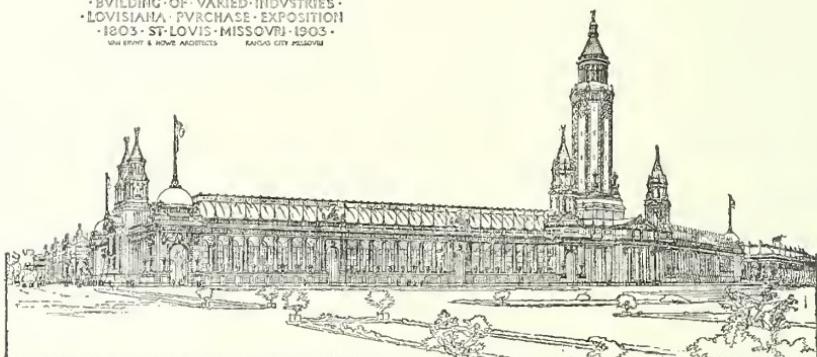
MACHINERY BUILDING.

be laid "flush" with the top of the rails, and the people are to walk over them. For the passage of railway cars, there will be at the western end big sliding doors 13×18 feet. Like the Electrical Building, this building will be equipped with a traveling crane. That in the Electrical Building will have a span of 60 feet and will carry 30 tons, while that in the Machinery Building will have a span of 80 feet and will be able to carry a weight of 40 tons — a larger span and greater power. This crane will run the entire length of the building. The building will be one of the giants of the Exposition picture. Its dimensions are to be 525×1000 feet.

VARIED INDUSTRIES BUILDING.

The Varied Industries Building is a magnificent structure on the outer perimeter of the picture representing the main view of the Fair. It is one that will strike the beholder immediately after passing the main entrance gate. It will present a facade of 1,250 feet on the north and 525 feet on the east, giving 656,250 feet of exhibition space on the first or ground floor. It is a columnated design, free treatment, of the Ionic order. There is an increase of size of column treatment at the main entrance, but in such style and taste as to not interfere with the general design. On the main 1,200 feet will be a center tower 400 feet high with flank-

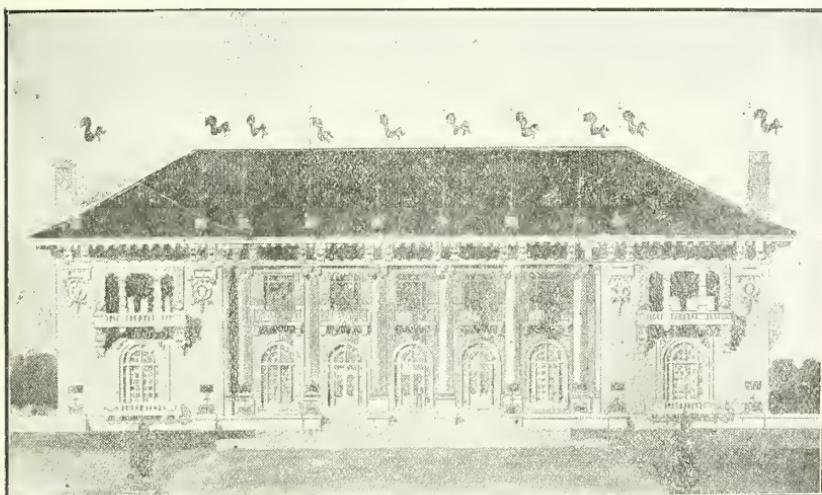
BUILDING OF VARIED INDUSTRIES
LOUISIANA PURCHASE EXPOSITION
1903 ST. LOUIS MISSOURI
WILLIAM & HOWARD ARCHITECTS
KANSAS CITY MISSOURI



VARIED INDUSTRIES BUILDING.

ing towers each about 200 feet high. In the large tower there will be a magnificent electric clock. These towers afford ample space for electrical display and illumination. Numerous entrances are to be on the facades, exclusive of the main entrance in the center. A specially featured entrance will be made at the center of the south front, this entrance being thrown back and a magnificent colonnade formed on either side. The colonnade construction on the main fronts will afford protection for pedestrians from both sun and rain. In the center of the structure will be two large courts, affording light and ventilation to the building. Graceful iron sheds, or canopies, will be erected in the courts and used for exhibits. The kiosks to be used as

toilet rooms, will also be placed in the courts. The building is so designed that it will have a magnificent corridor or passageway through the center from north to south. A gallery, constructed with a view to architectural beauty, will nearly double the exhibit



T. P. A. BUILDING.

space in the building. The size and grace of this building will add materially to the beauty and attractiveness of the group buildings forming the main picture of the Fair. Van Brunt & How of Kansas City, are the Architects of this building.

USE OF UNIVERSITY BUILDINGS.

The magnificent buildings erected for the new Washington University on the terrain adjoining the World's Fair grounds have been leased for Exposition purposes and will greatly add to the beauty and grandeur of the Louisiana Centennial Exposition. One of them will constitute the Educational Building, another will serve for the Social Economy Exhibit, a third will be occupied by the various offices of the World's Fair Administration, and all will be utilized to the utmost advantage.

COMMISSION OF WORLD'S FAIR ARCHITECTS.

The following Architects constitute the Commission:—

Isaac S. Taylor, St. Louis, Chief Architect.

Eames & Young, St. Louis, Textile Building.

Theodore C. Link, St. Louis, Mines and Metallurgy Building.

Widman, Walsh and Boisselier, St. Louis, Machinery Building.

Barnett, Haynes and Barnett, St. Louis, Liberal Arts Building.

Cass Gilbert, New York and St. Paul, Fine Arts Building.

Carrere & Hastings, New York, Manufacturers Building.

Walker & Kimball, Omaha and Boston, Electricity Building.

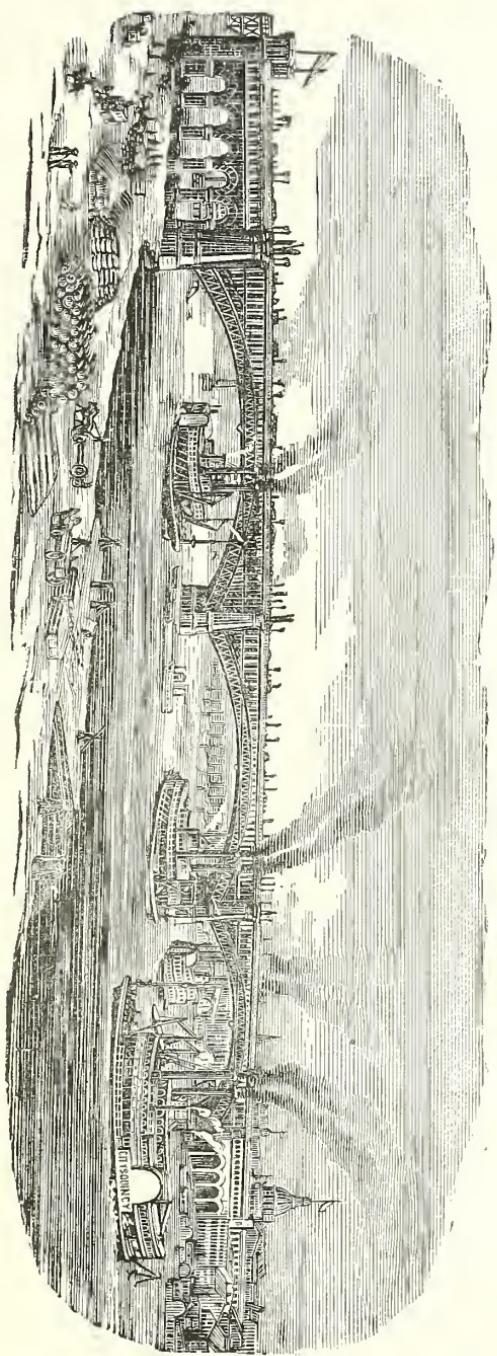
Van Brunt & Howe, Kansas City, Varied Industries Building.

Isaac S. Taylor, St. Louis, Missouri State Building.

J. Knox Taylor, Washington, D. C., Government Building.

EADS BRIDGE AND TUNNEL.

The necessity of a bridge across the Mississippi river between St. Louis and East St. Louis, connecting Missouri and Illinois, was keenly felt long before such a bridge was built. The first official step towards the erection of one consisted in an instruction, given by the city council of St. Louis in 1865, to the city engineer, Truman G. Homer, to prepare plans and estimates for such a structure, but when the required outlay was set down by him at three and a third million dollars, the intention was summarily given up. A charter in the name of the St. Louis and Illinois Bridge Co. had, in the meantime, been secured from the Missouri legislature by Norman J. Cutter and a number of St. Louis capitalists, followed by a charter issued to him by the authorities of Illinois, both documents granting the erection of a bridge between the two States, but the Illinois charter contained certain unacceptable conditions, and a committee went to Springfield to have them amended. Before this committee succeeded in its mission a Chicago syndicate procured from the Illinois legislature a charter creating the Illinois and St. Louis Bridge Company as a rival, and in opposition to the St. Louis Company, which, in consequence of this unexpected action, had to encounter all sorts of obstacles, legal hindrances and embarrass-



LONDON BRIDGE.

ing delays lasting several years. At last an agreement was reached and the difficulties were settled by the buying out of the Chicago Company, leaving the field to the St. Louis organization, whose board of directors appointed an executive and finance committee, with Dr. Wm. Taussig as its chairman. One of the principal duties of this committee was the securing of the necessary funds, and the success in this direction was chiefly due to the exertions of Dr. Taussig, who, after the completion of the bridge, became the general manager, and soon afterwards the president of the Bridge and Tunnel Company and of the St. Louis Terminal Railroad Association.

The bridge is called the Eads Bridge, in honor of Capt. James B. Eads, who was the chief engineer of this gigantic work, which stands unsurpassed in beauty and grandeur. The corner-stone was laid on the western shore of the Mississippi, at the foot of Washington avenue, on the 25th of February, 1868, and the inauguration took place on the 4th of July, 1874, fully six years having been necessary for the construction of one of the greatest bridges of the world. The imposing structure connecting not only Missouri and Illinois, but the entire East with the great West, consists of three arches, the center one being 520 feet in clear span, and 55 feet above high water; the two side arches measure 502 feet each, with 50 feet above high water; the rise of the middle arch is 47 feet, and that of either side span is 43 feet 8 inches. The total length of the bridge is 1,627 feet between abutments; the western abutment has a base of 49 feet in length and 62 feet 8 inches in width; the west pier is 82 feet long and 48 feet wide at the base, and 63 feet by 24 feet at the top, being 172 feet 1 inch in height, with its foundation 61 feet 2 inches below extreme low water. The east abutment measures 83 by 70 feet 6 inches at the base, and the east pier is 82 feet by 60 at the bottom, 63 by 24 feet at the top, with 197 feet and 1 inch in height, the foundation standing 86 feet 2 inches below extreme low water. From the abutments on either bank of the river the two roadways are carried across the Levee, a distance of 240 feet, on an arcaded structure of stone-masonry of two tiers of arches, the lower roadway or railway floor being supported on the lower tier consisting of a series of five masonry

arches of 27 feet span each; the upper or highway floor is supported on the upper tier which contains 21 arches. The length of the bridge, including the two arcades, is 2,107 feet, and from Third street, where the tunnel commences, to the east end of the east arcade, is 3,000 feet.

The masonry of the two piers below the surface of the water had to be done by way of caissons and cofferdams, within which the workmen performed their not easy task, fresh air being conducted into the caissons and the foul air pumped out by powerful machines from above, without which precaution the workmen would not have been able to remain in the caissons any length of time. The ingenious contrivances and the whole apparatus brought to use were admired by engineers from all parts of the globe, who came here to witness the progress of the work; but an object of still greater admiration was the superstructure with its gigantic net of steel tubes, ribs and posts, which serve as support for the roadbeds. Each piece of steel or iron, used in the construction of the bridge, was subjected to a most scrupulous test and promptly rejected if not coming up to the required conditions. The steel and iron parts came from the Keystone Bridge Co., of Pittsburg, and the William Butcher Steel Works in Philadelphia. There the tests were made before the shipment to St. Louis took place and they were repeated here. Several machines were expressly invented for this purpose by Col. Henry Flad, the first assistant of Captain Eads, afterwards President of the Board of Public Improvements and later on a member of the United States Commission for the improvement of the Mississippi. The calculations were principally the work of Mr. Chas. Pfeifer, who afterwards became Street Commissioner, then Harbor Commissioner, and Chief Engineer for the building of a bridge over the Manongahela in Pittsburg. The late Chancellor of Washington University, Prof. Chauvenet, assisted in the mathematical calculations, which formed such an important part of the work.

The men who planned and conducted the erection of the bridge and in whose hands the financial management rested, were fully aware, that an enterprise of such dimensions would not be free from obstacles and disappointments, but they hardly expected

that they would have to encounter so many great hindrances of various character, as they actually did. These men were the two engineers, Eads and Flad, and the chairman of the finance committee, Dr. Taussig, but they had sufficient confidence in the ultimate success of their undertaking and did not falter in bringing it to completion. They overcame all difficulties and had the satisfaction to see their arduous labors and prolonged cares triumphantly crowned and rewarded, when this wonderful work of bridge architecture was finished and the first railroad train made its way across the Father of Waters.

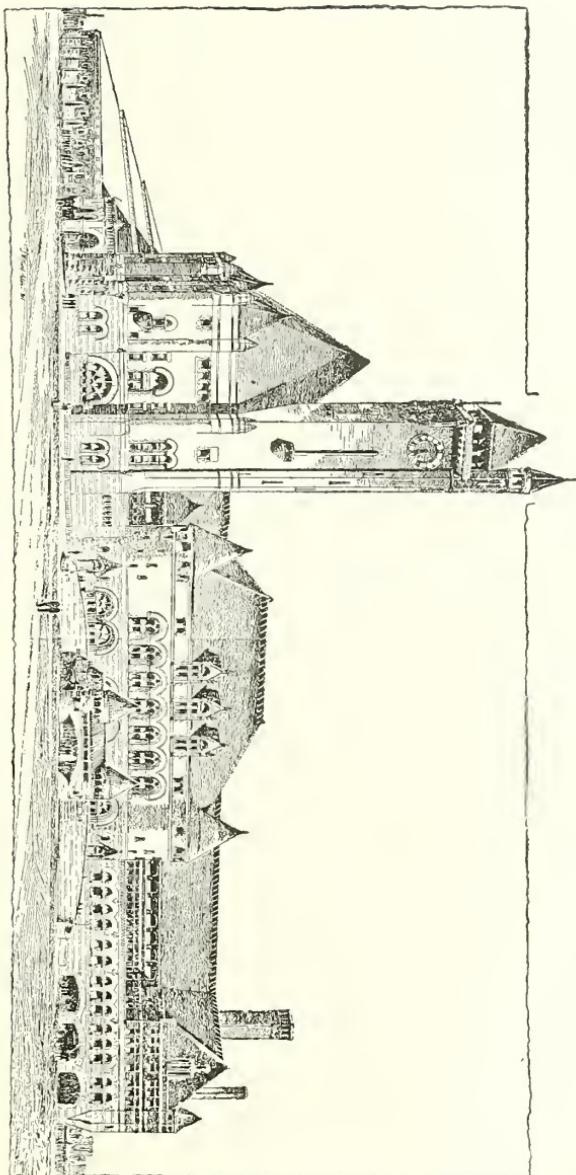
The quantity of steel for the arches amounted to 4,788,000 pounds, the wrought iron weighs 6,313,000. The total costs, including all expenses, approached ten million dollars.

The work on the tunnel, connecting the bridge with all our railroad lines, was commenced in the fall of 1872 and completed in June, 1874. The tunnel begins west of Second street and goes from Third to Sixth street in a straight line under Washington avenue, makes a curve from near Seventh under St. Charles and Locust to Eighth and Olive and thence below Eighth to its mouth between Spruce and Poplar street, where its two tracks connect with our whole railroad system. The tunnel has a length of 4,880 feet or 1,623 yards, equal to one mile. It consists in fact of two parallel running tunnels, separated by a massive wall; this was done not only to secure the necessary safety for the immense traffic of passengers and freight trains, which thereby run only in one direction in each of these two tunnels, but also on account of safer construction and greater solidity of the underground masonry work. The laying of tracks was completed on the 9th of July, 1874, and the first train was soon afterwards sent through the tunnel and over the bridge.

UNION STATION.

The (old) Union Depot on Twelfth and Poplar streets was established simultaneously and served its purpose during twenty years; the constant extension of traffic, especially of the freight trade, made the purchase of additional ground necessary from time to time, but all this proved inadequate and led to the erect-

UNION STATION.



ing of Union Station, in which all railroad lines center. The Depot building by itself faces on Market street and occupies the two blocks between Eighteenth and Twentieth street, a length of 606 feet. The plans were made by the St. Louis architect, Theo. C. Link, and the building executed under his supervision, but it is chiefly due to the wisdom, the energy and the untiring exertions of Dr. Wm. Taussig, that St. Louis possesses the finest, best equipped and most practically arranged railway depot in the United States, and that all Europe can boast of only one which is its equal—the Central Bahnhof, at Frankfort on the Main.

The New Union Station, as it is still called, though it has been inaugurated in September, 1894, is a massive, imposing structure, just as elaborate and beautiful in its exterior as in its interior. The principal waiting hall forms the *piece de resistance* in size and elegance and is not surpassed by any waiting room in this or any other country. All other parts of the immense building are likewise admirably arranged and the comfort of the public is taken care of in every imaginable way. The electric light and the heating is furnished from a separate building, standing 1,800 feet distant, by a system of underground pipes. The building costs over 800,000 dollars and it is confirmed by the best authorities of America and Europe, that it is worth fully that sum.

The train sheds of the Union Station cover more area and more tracks than any existing train shed. The structure is 700 feet long by 606 feet broad, and contains 30 passenger tracks. The area included in the train shed is 424,200 square feet, or nearly ten acres. The trains of 22 railroad companies are to be found on its tracks.

The shed is lighted by 150 direct-current arc lamps distributed along the platforms and in the Midway, which latter separates the shed from the main building. This Midway reaches from Eighteenth to Twentieth street, is 50 feet wide, under a roof of corrugated glass, which admits light to the waiting-rooms of the first floor. The movement of all trains is regulated by an interlock system furnished by the Westinghouse Company, and operated by electric pneumatic power, for which the compressed air is produced in the same building in which the dyna-

mos and heating apparatus stand. The interlock system is controlled from a tower on the top of the power-house, where it faces the station and the entire track system. The successful operation of the station depends upon the rapid and safe movements of trains and engines, and when it is stated that, by actual count, 250 distinct movements of trains and engines are made in one hour while handling the regular daily traffic, it will be seen that the selection of the most suitable system of interlocking was a weighty question.

An idea of the territory covered by the Union Station property may be obtained when it is stated that the building, the Midway and the train shed, occupy an area of 497,092 square feet or 11.1 acres; the ground south of the train shed and between it and the power-house contains 465,970 square feet, or more than twenty-two acres. There are nineteen miles of tracks in the system, of which three and one-half miles are located under the train shed. To show the reader, furthermore, the immensity of the traffic within the aforesaid terrain the simple statement will be sufficient that 236 passenger trains, aside of freight trains, arrive and depart every twenty-four hours. The total outlay for real estate, buildings and all other improvements, tracks, etc., amounted to six and a half million dollars. The general offices of the Bridge and Tunnel Company and of the St. Louis Terminal Railroad Association occupy the upper floors of the Union Station Building.

The latter association will soon commence extensive preparations in view of the coming World's Fair, and the multitude of travelers which during that period will throng the station and whose safety and comfort will be taken care of in the same admirable manner which has signified the entire management since the opening day of Union Station.

THE MERCHANTS BRIDGE.

The second bridge spanning the Mississippi at this point bears the name Merchants Bridge from the fact that some members of the Merchants Exchange were its promoters. Two companies were organized: the St. Louis Merchants Bridge Company and

the St. Louis Merchants Terminal Company. The construction of the Merchants Bridge began in 1887 and was finished in 1889. It is a railway bridge and has a double track; its four piers support three main spans, the center one of which measures 523.5, each of the two others, 521.5 feet. The height above high water is 52 feet. At either end of the main bridge are three approach deck spans of 125 feet each in length. The bridge proper is 1,366.5 feet long, the total structure including the steel approaches, 2,422.5 feet. The entire superstructure is of steel except the pedestals and ornamented posts, which are of cast iron; the total weight of steel is 10,470,940 pounds. The eastern approach has a length of 4,740 feet and crosses the tracks of the Chicago and Alton, Cleveland, Cincinnati, Chicago & St. Louis and the Wabash Railroads in the north end of Venice and terminates in the town of Madison, from this point to Granite City, two and a half miles distant, a double track railway connects with the above railroads, and the St. Louis, Chicago & St. Paul Railroad. At the western end of the bridge approach connection is made with the Wabash Railroad, the Keokuk lines and the St. Louis Transfer Railway.

The tracks of the Merchants Bridge Terminal Railway commence west of Tenth street near the tracks of the St. Louis & San Francisco Railroad, and are carried on a double track elevated structure, 8,160 feet long, from Seventh street to the levee and along the levee northwest to Carr street; from this point the tracks continue northward along Main and Hall streets to Bremen avenue, where they meet the western approach at the bridge. At Bremen avenue a branch extends across the grounds of the city water works, and thence along McKissock avenue to Bircher street and Broadway.

The cost of erection amounted to 1,800,000 dollars. Mr. C. C. Rainwater has been the President of the Merchants Bridge Terminal Railway Co. since its organization. The offices of the company are located in the Union Station Building.

TERMINAL RAILROAD ASSOCIATION.

The Terminal Railroad Association of St. Louis, organized in 1889, is the offspring of four older companies, which had been established at different times since 1874. The first two of them, the Union Railway and Transit Company of St. Louis and the Union Railway and Transit Company of East St. Louis, chartered by the States of Missouri and Illinois respectively, were organized for the purpose, to enable the Bridge and Terminal Company to run passenger and freight trains between East St. Louis and St. Louis, as the charter of the latter company contained no provision granting such privilege.

Soon after their formation these companies organized, under the direction of the bridge management, a complete service, purchased locomotives, erected machine shops and freight warehouses, and laid connecting and storage tracks for the handling of freight. But this served exclusively for freight traffic and it became necessary therefore, to found another company, to take care of the passenger traffic; this was done under the name of the Union Depot Company of St. Louis, by which the (old) Union Depot on Twelfth and Poplar streets was built; it was opened for traffic in June, 1875, and served until September, 1894, when it was superseded by the present Union Station.

In 1880 the capital of the two Transit Companies had become exhausted and as the traffic had increased to large dimensions and more ground was needed for expansion of terminals, two new auxiliary companies were formed, the "Terminal Railroad Companies of St. Louis and East St. Louis" for exactly the same purposes as those of their predecessors. Thus there were five separate companies in existence, but all five operating under the direction of the St. Louis Bridge and Tunnel Company. The General Manager and afterwards President of the latter company, Dr. Wm. Taussig, conceived already in 1882 the plan for the consolidation of the principal railroad lines centering in this city into a united terminal system, but it took years and years before his plans went into effect. The contracts with the four companies had expired in 1886 and when Dr. Taussig communicated his ideas to Mr. Jay Gould, who in the meantime had become the lessee of

the bridge, this gentleman approved of them without hesitation and authorized him to take the necessary steps for the consummation of the project. The final result of this was the formation of the Terminal Railroad Association of St. Louis in 1889 by the following companies: The Ohio & Mississippi; Cleveland, Cincinnati, Chicago & St. Louis (the Big Four); Louisville & Nashville; Missouri Pacific and Wabash Railways.

Under the agreement made by these companies they became the owners of all the property held at the time by the five auxiliary corporations and perpetual lessees of the bridge and tunnel. The new association immediately elected Dr. Taussig its president, which office he occupied until his voluntary retirement in 1896, whereupon Mr. Julius S. Walsh became his successor.

The formation of the Terminal Association, which at the outset required a capital of five millions and later on five more, gave St. Louis the largest, most compact and perfect terminal system in the United States and there is none in Europe which could bear comparison. A further result of this gigantic association was the establishing of the largest, completest and best arranged Central Railway Depot in the world, our unsurpassed Union Station, which affords the means of the most practical ingress and egress to twenty-two railroads.

The association owns in St. Louis in fee and under lease over ninety-five and in East St. Louis nearly eighty-four acres of ground, operates here thirty and across the river twenty-eight miles of tracks, with thirty-eight locomotives of the latest and heaviest type, and furnishes freight facilities, storage yards and warehouses for all the vast tonnage that the various roads bring into and out of St. Louis. Its number of employees is over three thousand, all its appliances and appurtenances are of the most modern character, and its passenger accommodations have no rival in this or any other country.

MERCHANTS' EXCHANGE OF ST. LOUIS.

The Merchants' Exchange of St. Louis, now and since many years one of the most important institutions of its kind in the country, had its inception in a small debating club, established

in 1836 by about twenty-five merchants, who came together once a month after business hours, to discuss business and other matters of interest to themselves and the city at large. They had no room of their own but met in the office of the Missouri Insurance Company on the east side of Main between Pine and Olive streets. These monthly gatherings were soon attended by a larger number of merchants, and the offer of a more spacious room in the printing house of the *Missouri Republican*, in the same block was therefore gladly made use of. Later on the meetings were held in the basement of the Unitarian Church, corner Fourth and Pine, at that time considered rather distant from the center of trade, that is from the Levee and Main street, and this fact shows how insignificant the organization must have been at its beginning. It adopted the name of Chamber of Commerce and received a charter from the State Legislature in 1837. Most of its members were commission merchants or boat owners and the deliberations were therefore principally devoted to these two branches of business. It was not until 1848, that the members resolved to occupy more adequate quarters, to meet every day at a certain hour and to get market reports, quotation and shipping news by telegraph and have them posted in their rooms. A suitable locality was found on the second floor at the northeast corner of Main and Olive streets; the daily papers of other large cities were kept on file and accessible during the whole day and various other facilities were procured.

The growing importance of the milling trade led in 1849 to the establishing of a Millers' Exchange on Main and Locust streets, where samples of grain and flour could be exhibited from day to day and producers and dealers were invited to congregate there for the transaction of business; owners and captains of steam-boats and barges and their agents found it likewise in their interest to appear regularly at this Exchange as well as at the Chamber of Commerce and both bodies became more and more important. The Millers' Exchange was in fact the first Grain Exchange in the country and may be called the Pioneer Corn Exchange of the United States. Before a year had elapsed, plans for a consolidation were submitted to both bodies and immediately adopted, larger accommodations secured on Main near Locust street and

the St. Louis Merchants' Exchange, which name had been agreed upon, was opened for the first time on January the 7th, 1850. The constant addition of new members, the extension of trade and the requirement of still better accommodations caused a general desire to substitute an appropriate building, its own property, for the leased quarters, and the erection of what is now called the Old Merchants' Exchange Building on the east side of Main, between Market and Walnut streets, was the result of this desire, but the intention of becoming the owner of the building was abandoned and the renting of the second floor for twenty-five hundred dollars per annum preferred. The inaugural of the Exchange Hall took place on June the 8th, 1857, and everything went on satisfactorily and harmoniously until January, 1862, when diverging sentiments in politics caused a rupture among the members. They were divided on the vital question of the day, the intact preservation of the Union,— and the outcome of these differences of opinion was the secession of the Unionists; they let the Southern sympathizers in possession of the hall on Main street and established themselves under the name of the Union Merchants' Exchange in the then new building directly south of the Post Office on Third and Olive streets, owned by General Frank P. Blair. The most influential members of the Exchange had affiliated with the new body and this was keenly felt by those from whom they had separated and with whom many of them had been united by ties of a lifelong friendship. But the separation did not last long, harmony was restored before the year expired, the Union Merchants' Exchange was closed and its members returned to the old quarters in November, 1862, all being glad and rejoicing over the reconciliation.

The continued expansion of trade, the multiplication of members, general prosperity in all commercial and industrial branches soon after the end of the war, renewed the demand for another Exchange which would be worthy of and in keeping with the city's greatness, the volume of trade and the position occupied by our mercantile community. Another cause for a removal lay in the fact that the march of trade in a western direction had already set in; that many firms, banks and insurance companies had left Main street, and the transfer of the commercial center to the

streets further west had become obvious. A proposition made by George Knapp in behalf of himself and other prominent men, to erect a suitable and appropriate building for the use of the Merchants' Exchange on Third street, reaching from Chestnut to Pine, was therefore accepted; the Chamber of Commerce Association organized with Rufus J. Lackland as its President and Geo. H. Morgan as Secretary, and work commenced in the spring of 1874. The ground and buildings occupying the site were bought at a cost of 561,700 dollars and one and a half millions were expended for the imposing structure whose dedication and opening was duly celebrated on the 21st of De-



MERCHANTS EXCHANGE.

cember, 1875. After the old hall on Main street had been closed the same day with appropriate ceremonies. The new building became afterwards the property of the Merchants' Exchange. The purchase took place in 1892. The Exchange hall proper has a length of 222, a width of ninety-two and one-half feet, and the ceiling is sixty feet above the floor. It is well adapted for its specific purpose, receives light and air from three sides, and contains all facilities in the way of telegraph and telephone connections, including pneumatic transmission of dispatches to and from the central offices of the Western Union Telegraph Company.

During the many years of its existence additions and diminutions of membership were of frequent occurrence, but neither the one nor the other ought to be taken as a criterion of business transactions or trade conditions, as such fluctuations are brought on by various and in most cases personal reasons. The largest membership, 3,566, was reached in 1883, the smallest was that of 1863, there being only 518 names on the list; the number varied mostly between 2,500 and 3,500 and averaged in the last five or six years about 2,200. It is not the quantity, but the quality of the men, who constitute such a body, that gives it its prestige and it can be said with the fullest justification, that the members of the Merchants Exchange of St. Louis have no superiors in any of the other commercial centers on this side of the Atlantic. They are the bone and sinew of the community, the foremost promoters of all important enterprises and of everything tending to the development of our commercial and other public interests and to the welfare of the city at large.

The men who, in the course of time, officiated as president of the Exchange, form an array of the best known names, representatives of business and industry, unsurpassed honor and integrity, and so were and are their co-workers from the time of the organization of the Exchange till to-day.

The officers for the year 1902 are as follows: —

President.

GEO. J. TANSEY.

First Vice-President.

J. R. BALLARD.

Second Vice-President.

WM. A. GARDNER.

Secretary and Treasurer.

GEO. H. MORGAN.

First Assistant Secretary.

D. R. WHITMORE.

Second Assistant Secretary.

H. R. WHITMORE.

Attorney.

R. F. WALKER.

Directors for 1902.

OSCAR M. WHITELAW. JAMES S. McGHEE.

HENRY WOLLBRINCK. CHRISTOPH HILKE.

S. A. WHITEHEAD.

Directors for 1902 and 1903.

WM. T. HAARSTICK. T. H. FRANCIS.

L. B. BRINSON. OTTO L. TEICHMANN.

JOHN H. DIECKMANN.

HISTORY OF ST. LOUIS MILLS.

MY DEAR KARGAU:

You ask me for a brief review of the flour mills of St. Louis. This involves a large draft on memory for nearly fifty years, and without printed or written records to refer to, I will have to rely on personal recollections entirely.

When I came to St. Louis in 1850, the mill of August Chouteau, up to that date run by water power from Chouteau pond through Mill Creek, west of Seventh street, at about the present Poplar street, was abandoned as a mill and converted into a stone saw mill; later the picturesque Chouteau pond was filled up to make ground for the past and present Union Depot and the numerous tracks, warehouses, including the Cupples block, now the location of the heavy wholesale grocery, transfer and manufacturing industries of this busy city. The first wheelbarrow load of dirt was dumped into the pond by Mayor Kennett, in the absence of Senator Benton, with pomp and ceremony to inaugurate the beginning of the Pacific, our first railroad. The Chouteau residence was an imposing Greecian structure on the present site of the jail and Four Courts, and

Mr. Chouteau and the white horse he rode to the mill daily added to the picturesque features of an attractive landscape.

The Star Mill on Levee and Elm streets was built by Daniel D. Page, of whom it was told that he used to stand out on the levee and count the puffs of steam and remark that the profit was a "dollar a puff." As the engine was slow and he could buy wheat at his own price and sell flour on the same terms, the profits were, of course, large, and helped to form the great banking house of Page & Bacon, which became the financial backer of our first railroad to the East, the Ohio & Mississippi, to Cincinnati. Smith & Watkins succeeded Page in the ownership, and after running the mill a few years it was dismantled and converted into an iron foundry, now feed and hay warehouses.

The Union Mill at Main, Levee and Florida streets, was built, owned and run by James and Edward Walsh, which firm also owned and run several fine steamboats to New Orleans. After partially freighting at the Levee, these boats would go to the mill and take on one thousand or more barrels of flour for the trade South. The Walshes descended from J. & E. occupy the highest positions in business and society circles in the city. Capt. Gorman, sometimes wheat buyer for and manager of the mill, and also captain of one of the boats, was killed by a rebel shell while commanding the steamer Henry Von Phul. After the Walshes sold the mill it passed through several changes of ownership, until torn down to make room for the Merchants Elevator.

The Phoenix Mill, on Barry between Sixth and Seventh, built and run by the Pilkington Bros., was Grant's resting-place on his way from town to the farm, the pile of bran sacks affording fine opportunity for "forty winks." This mill, after changing ownership several times, was finally dismantled, and the remnant of it is now used as an annex to a planing mill. The O'Fallon Mill, at junction of Fourth and Fifth, now Broadway, was built and torn down and rebuilt by Jos. G. Shands, and operated under several succeeding owners until bought with other properties by the Gould railways for right of way to connect the Iron Mountain and Pacific roads by surface tracks, but the city refusing the necessary grant, the connection was not made; meantime, however, the mill was torn down. The Nonantum Mill was built

opposite the Convent Market almost over the Mill Creek Sewer, by S. G. Sears and his associates, and run successfully for several years and was then dismantled and became in time a beer and boarding-house.

The Planters Mill, on Franklin avenue, west of Fourteenth street, was one of the reputable old-time mills which have passed. When I first knew it William Stobie and associates had it. It passed to successive owners until abandoned. The first Anchor Mill was farther west on Franklin avenue; was burned and rebuilt, burned again and then rebuilt at Twenty-first and Clark avenue, burned and rebuilt, all under the ownership of Henry C. Yeager and his associates; passed to Jno. W. Kauffman, and burned again, and then abandoned. The Park Mill at Fourteenth and Market, owned by Thomas A. Buckland and Weller, afterwards by John F. Tolle, succeeded by John W. Kauffman; burned in a Fourth of July celebration; the city was sued for the value of the property, suit decided in favor of the city; mill was not rebuilt. Cherry Street Mill, corner Cherry and Collins, was run by Osborne and Tolle, later John F. Tolle; had a fine reputation and profitable trade up to the death of Mr. Tolle. Empire Mill, Broadway and LaBaume streets, built by Goodfellow and Robinson, passing through Hazard, Benson & Co., Alex. H. Smith & Co., and Empire Mill Co. until dismantled, and is now used as a carriage repository. The Jefferson Mills, on North Market street, built by the Sessinghaus Mill Co., continues to be one of the few successful mills now active. The Missouri Mills, Seventh and St. Charles, a beautiful structure, which was burned soon after completion and not rebuilt; Powell Bros. were the proprietors. The Pacific Mills, Third and Cedar streets. When I first knew it Pomperoy was proprietor, after him Col. Chas. L. Tucker, succeeded by Kehlor until it burned; a pickle factory now occupies the site.

The Atlantic Mills, corner of Main and Plum streets, was built and run by Ball & Chapin until sold to Rhodes, Pegram & Co. and Henry Whitmore, succeeded by Bain & Pegram, later on Fusz & Backer, under the name of Regina Mill; it was totally destroyed by fire twice and rebuilt. Plants — all the old residents will remember this old landmark on Franklin avenue, be-

tween Fifth and Sixth, from whence it had supplied flour for fifty years, until the new Plants was built at Main and Chouteau avenue; this new mill was burned and rebuilt and is now much the largest mill here; the old one was converted into stores. The Laclede Mill, Ninth and Soulard, built by Elbridge Goddard and S. G. Sears; last owner, Kehlor, burned several years ago, and was not rebuilt. The United States Mill, corner Second and Rutger, built by E. Goddard and Sons, destroyed by cyclone and fire; partially rebuilt, but not completed. The Victoria Mills, built by Alex. H. Smith and his associates, now owned by Wm. D. Orthwein and the estate of Chas. F. Orthwein, are constantly in successful operation. The Gamble Street Mill, corner of Gamble and Twenty-first, built and operated by Buschman & Co., until sold to Anchor Mill Co., and dismantled to make room for the new Anchor Mill. The Pearl Mills, on Rocky Branch in North St. Louis, built and operated by Horatio N. Davis until dismantled a few years ago. The Saxony Mills, Lombard, between Third and Fourth streets, built and operated by Leonhardt & Schuricht, dismantled and rebuilt by Mr. Leonhardt, and are now successfully operated by his sons. St. George Mill, Nos. 1 11-1919 South Third street, built, remodeled, rebuilt and operated by Henry Kalbfleisch, was bought a few years ago by Flannagan & Co., and converted into a corn mill. Eagle Mills, Main and Bates street, built and operated successfully by Dennis Marks, until sold to Sam Plant, sold by him to E. O. Stanard, present owner.

Buss Mills, North Broadway, opposite Bellefontaine, a strictly up-to-date modern mill, built and operated by John B. Buss Milling Co. Hezel Mills, East St. Louis, built by Hezel Mill Co., totally destroyed by the cyclone in 1896, rebuilt on another site and continually in successful operation. Venice Mills, owned by Kehlor until burned. Kehlor Mills, East St. Louis, built by Kehlor Bros., the largest mill here. This was badly damaged by the cyclone of 1896; speedily restored and continuously in successful operation. Meramac Mills, Eighth and Clark avenue, built and operated by H. B. Eggers, is a strictly up-to-date, successful mill. The United States Mill, Seventh street, south of Poplar, built and operated by Aaron W. Fagin until burned

down without insurance; was not rebuilt. Camp Spring Mill at Twentieth, south of Market street, built by Eickerman & Wulze, remodeled by the Camp Spring Mill Co., Mr. John B. Woestman, president, was sold to the Terminal Co., and now part of the Union Station.

From the brief resume it appears that of the twenty-nine mills mentioned, twenty have ceased to exist, and the busy, energetic proprietors have passed away in about the same proportion. If space admitted, I would like to indulge in pleasant reminiscences of these departed friends, but must close with the general summary, that they were all honorable, useful citizens, who, in their day and generation, contributed much to the prosperity of the city.

ALEX. H. SMITH.

MILLING AND FLOUR TRADE.

There was a time, and it lies not at all very far behind us, when the flour trade of the United States looked to St. Louis for its chief supply. Our city was, for many years, the actual center of milling, and the wheat flour produced here was of unsurpassed quality, and considered the best in home and foreign markets, and this reputation is still held by it. The prestige of the St. Louis flour, milled here as in the country mills owned by St. Louis millers, is based upon the fact that the wheat regions, from which these mills draw their supply, is of superior quality, and that the mills are equipped with the most approved and modern machinery; the grain and flour inspection regulated by the St. Louis Merchants Exchange, and conducted by its sworn officials, is, furthermore, a guarantee and safeguard to the producer and miller as well as to the dealer and consumer, and of the greatest advantage to each of them. Fourteen mills were in the city as early as 1847, twenty-two in 1850, and the number reached even up to twenty-seven in the first half of the seventies. At present only fourteen are here in operation, but to these must be added a like number of mills located elsewhere owned and operated by St. Louis firms. Aside from supplying the domestic markets, very large sales are constantly made to foreign coun-

tries, especially to Great Britain, France, Belgium, Holland, to Mexico, Central and South America, to South Africa, Mediterranean points, and during the last two years the West Indies were added to the list. The flour export began in 1872, and was inaugurated by the late Geo. Bain, at that time the owner of the Atlantic (now known as the *Regina*) Mills, with the active and valuable co-operation of Mr. Henry C. Haarstick, the president of the Mississippi Valley Transportation Company, whose barge lines form an important factor in the export trade of the city.

J. F. IMBS, President.
A. V. IMBS, Secretary.

J. J. IMBS, Vice-President.
M. A. RUST, Treasurer.

J. F. Imbs Milling Co.,



Proprietors of

≡≡≡ Mills - in - Illinois. ≡≡≡

120 and 122 South Main Street,

ST. LOUIS, MO.

Bell, Main 988m.

Kinloch, A815.

EGGERS MILLING COMPANY.

Bell Main 202m. Kinloch A1071.

The various brands of flour produced by the Eggers Milling Co. from the best winter and spring wheat are widely known for their excellent quality to dealers as well as consumers. The most popular of these brands are the Imperial and Good Luck, Patent Leader and Fancy Pacific, all great favorites in households, hotels, restaurants, with confectioners, bakers, etc. The Eggers Mills occupy substantial buildings on the northeast corner of Eighth street and Clark avenue, and have a daily capacity of over six hundred barrels, being equipped with the most approved machinery and all appurtenances for the production of a perfect article. The firm was established in 1883 by H. B. Eggers, who in course of time admitted his two sons, F. W. and H. B. Eggers, Jr., into partnership. The company was incorporated in 1895. Mr. H. B. Eggers is President and Treasurer, Mr. H. B. Eggers, Jr., Secretary, and Mr. F. W. Eggers has charge of the sales. These three gentlemen form the Board of Directors. The firm makes the city trade a specialty; enjoys a well-earned reputation for fair dealing, attention and promptness, and its members stand high in the esteem of our commercial and social circles. All three are members of the St. Louis Merchants' Exchange. Between twenty-five and thirty hands are generally employed in the mills.

ENGELKE & FEINER MILLING CO.—SOUTHERN ROLLER MILLS.

Bell Main 2036A. Kinloch D325.

The mills of the Engelke & Feiner Milling Company were built in 1859 and were enlarged by additional buildings from time to time, covering now more than half a block between Gratiot and Papin, Fourth street and South Broadway. They were originally owned and operated by John Engelke and Frank Deister, but the latter's interest was purchased in 1861 by Mr. Frank Feiner. The partnership of Mr. Engelke and Mr. Feiner terminated in 1889 by the death of the former, whereupon the

latter bought the interest of his late partner. The mills were for many years known as the Southern Roller Mills, they being the first in this city in which rollers were introduced for the manufacture of corn-meal and other corn-products, as for instance hominy, grits, etc. They were partly destroyed by fire in 1883, but immediately rebuilt on a much larger scale and have since received several additions, so that the plant is now one of the most extensive of its kind in the West. The substantial buildings contain a full equipment of the most approved machinery and the newest inventions are made use of, so that the highest grade of perfection may be reached in the various products of the establishment. The immense quantity of corn required by the company comes mostly from Missouri, Illinois and Nebraska, and only the best grades are bought. The output of the mills is sold to all the Western States but especially to the South where the consumption of corn meal is larger than in any other part of the country. Very ample means, long experience and unsurpassed facilities for manufacturing and shipping enable the firm to place not only a superior product on the market, but to give their customers the best conditions and to fill all orders, even the largest, with unequalled promptness and care. The capacity of the mills averages two thousand barrels per day and it is often necessary to operate them day and night. The officers of the company are: Frank Feiner, President and Treasurer; W. Klinger, Vice-President, and F. C. Brockmeier, Secretary; Eugene J. Feiner, Assistant Treasurer, and George W. Feiner, Superintendent,—the latter two are the sons of the President. Mr. Frank Feiner hails from Baden, Germany, and came to St. Louis in 1852, but soon after went to California, to gain a share of the newly discovered gold in that region; the hardships of the gold miner in those days were not spared him, but energy and hard work overcame them and when he returned to this city in 1861 he possessed what he considered in those days quite a fortune, and that he made good use of it by the investment of his capital in the business, which he has conducted for the last forty years, is clearly shown by the results of his enterprise; his well-deserved success is the fruit of strictness, honesty and fairness in all his transactions, and these qualities are shared by his sons and his partners. Mr. Frank Feiner, Mr. Brock-

meier and Mr. Eugene J. Feiner represent the firm on the floor of the Merchants' Exchange and all the gentlemen named in this article number among the best-known citizens and members of our commercial community.

FISCHER FLOUR COMPANY.

Kinloch A552.

The Fischer Flour Company, established and incorporated in 1891, by Messrs. J. C. Fischer, Frank Eppelsheimer and Julius G. Hollmann, is one of the leading firms in the milling and flour trade of St. Louis. They are the proprietors of the Cane Mills at St. Genevieve, whose product—"Success Patent" and "Cane Mills"—are justly celebrated for superior quality and strength and especially preferred by the cracker manufacturers all over the United States and in Canada. The mills are equipped with the most complete and best machinery and embrace a floor space of 75,000 square feet. They are also the agents and representatives of the Pillsbury & Washburn Mills of Minneapolis, Minn., a large part of whose output is sold by them to bakers and grocers, particularly Pillsbury Best and Gold Coin, two favorite brands. The firm possesses ample means, has a very extensive trade in the city and vicinity as well as in the different parts of the Union and Canada. The salesrooms and office were first at 220 and 222 South Main but are now in the recently erected large building on the south-west corner of Second and Market streets. The directors and officers of the company are as follows: J. C. Fischer, President; Frank Eppelsheimer, Vice-President and Treasurer, and Jul. G. Hollmann, Secretary. Messrs. Fischer and Eppelsheimer have been identified with the St. Louis flour trade during the last thirty-five years, from 1866 to 1880, with the well-known house of Meyer & Guye, whose existence terminated by the death of both partners, and from 1880 to 1891, as shareholders in the firm of Mauntel Borges & Co. Mr. Fischer was born in Nauvoo, Ills., to which place his parents had come from Switzerland; Mr. Eppelsheimer hails from the old Rhenish city of Mayence, and Mr. Hollmann is a native of St. Louis. The firm enjoys an enviable reputation in the commercial community and its members are highly esteemed in mercantile and social circles.

KEHLOR BROTHERS.

City Office: Bell Main 1050; Kinloch D1537. Mill in East St. Louis: Bell Bridge 656; Kinloch B943.

This firm may justly be called the foremost representative of its branch in this part of the West, being the owners of two of the largest mills in the United States, the Kehlor Mills in East St. Louis, and the Rex Mills in Kansas City, with a combined capacity of nine thousand barrels of flour per day. They use exclusively the best qualities of winterwheat, and the flour produced by them stands unsurpassed and without a rival in domestic and foreign markets. (Their patent roller flour was awarded a medal at the Pan-American Exposition held in Buffalo in 1901.) Both mills are equipped with the best of machinery. The Rex Mills are considered the finest in the whole country, and frequently visited by millers and mill builders from all parts of the world, who have heard or read of them, and want to see their interior arrangements. Mr. James B. M. Kehlor, the founder, and since many years sole proprietor of the firm, is a native of Scotland; came to America when only eighteen years old, and brought with him the proverbial Scotch industry and perseverance, the characteristic qualities of the men from that country. His first enterprise consisted in a paper mill in Wisconsin, to which later on a flour mill was added; after disposing of his property in the Northwest he came to St. Louis in 1864, and established, in partnership with George W. Updike, the commission house of Kehlor and Updike in New Orleans with St. Louis as principal shipping point, the headquarters of the firm being in New Orleans, where Mr. Kehlor took up his residence. The business at the latter place was given up in 1869, whereupon Mr. Kehlor returned to St. Louis, where the firm continued operations until 1873. They purchased the Laclede and afterwards the Pacific Mills, both of which ceased to exist years ago. Mr. Updike sold his interest in 1873 to Mr. Kehlor, who then admitted his brother, John Kehlor, into partnership under the style of Kehlor Brothers. The mills in East St. Louis and Kansas City became the property of the firm in 1892, and gives employment to about three hun-

dred and fifty hands. Their output is sold all over the United States and largely exported to South America, Europe, South Africa and Australia. Mr. John Kehlor was only for a short period associated with his brother, and died years ago, but the firm remained unchanged. Mr. James B. M. Kehlor is one of the most active, energetic business men of St. Louis, largely interested in various important enterprises and a very prominent member of our Merchants Exchange and also of the Kansas City Board of Trade. The office of the firm occupies a suit of rooms in the Merchants Exchange Building.

H. W. BECK,
FEED and SEED WAREHOUSE,
2001, 2003 and 2007 Pine Street.

Bell, Main 1164.

Kinloch, D54.

H. W. BECK & SONS,
FEED AND SEED CO.,
HAY, GRAIN, SALT
AND FLOUR.

5701 to 5709 Manchester Av.

Lindell 724.

Kinloch, C1609.

JOHN F. MEYER & SONS.

Bell Main 756m.

Mr. John F. Meyer, the head and founder of the above firm, is one of the oldest millers and flour merchants of this city, being identified with these branches for nearly forty years, namely since 1864. He was for many years a member of the well-known firm of Imbs, Meyer & Fusz and established his own firm after the dissolution of this partnership. Associated with him are his three sons ; he himself and the oldest son, Ferdinand P. Meyer, reside in St. Louis, the two other sons, Henry A. and Louis S., conduct affairs in Springfield, Missouri, where the firm runs the Queen City Mills, having a daily capacity of 800 barrels, and an elevator with storage rooms for 100,000 bushels of grain. The mills are equipped with the most approved machinery, producing the best quality of flour of the following brands : The Albatross, made of soft, and the Premier, made of hard wheat, unrivaled in purity and careful milling. The product of the Queen City Mills is sold everywhere, particularly in the South, Southeast, the East and foreign markets. Between fifty and sixty men are constantly employed in Springfield, from which point all the shipments are made, and the largest orders can be filled without delay. Messrs. John F. Meyer and Sons enjoy the confidence of the business community in general and of their numerous customers in particular, for upright and fair dealing in all their transactions ; they possess ample means and all desirable facilities for the extensive trade which they have acquired and which is still growing into greater dimensions. The firm is a member of the St. Louis Merchants Exchange and uses the Robinson code for telegraphic communication. The offices are located in the Laclede Building, therefore right in the business center of the city. Mr. John F. Meyer has participated in many movements tending to the good and welfare of the community and the promotion of our mercantile and industrial interests ; he belongs to various commercial associations and charitable societies, having a warm heart and an open hand for suffering humanity without ever seeking publicity, and therefore all the more meritorious.

REGINA FLOUR MILL CO.

Bell Main 1073. Kinloch D2000.

The tracks of the Iron Mountain and Southern Railroad pass the Regina Flour Mill, the buildings of which occupy the whole west side of Main from Plum to Poplar streets, on two of these streets, and as these tracks connect with all other railroad lines the location of this mill affords better transportation facilities for the incoming grain and the outgoing flour, than any other mill in the city possesses, its nearness to the river is likewise an important factor in the saving of freight expense, all of which is of benefit to the purchasers of its product. The company was incorporated in 1885 by Messrs. Louis Fusz, Geo. H. Backer, Paul A. Fusz, Geo. W. Hill and Geo. Bain. The first named is the president of the company. The Atlantic Mills, one of the largest in the city, stood upon the site of the present buildings, but was destroyed by fire in 1878, causing a great loss to its owner, the late Mr. Geo. Bain; it was rebuilt in 1882, and became in 1885 the property of the Regina Flour Mill Co.; so called in honor of Mrs. Regina Fusz, the mother of Louis and Paul A. Fusz. Being equipped with the most improved and modern machinery, managed and supervised by such an expert as Mr. Louis Fusz, who has been in the flour business almost for a lifetime, and using only the best kinds of wheat, it is but natural that the product of this mill enjoys an enviable reputation far and wide. It is sold in our Northeastern and Southern States, Central America, and largely exported to Great Britain and Ireland, Belgium, Holland, the Scandinavian countries and the West Indies. The greatest care is taken in the milling process to secure constantly the excellent quality for which the Regina flour has at all times been celebrated. The Ultimate and Regina brand are special favorites and in great demand for family use, as well as by bakers, confectioners, cracker factories, hotels and restaurants. Mr. Louis Fusz was born in France and came to this country in his boyhood. His parents settled in St. Louis in 1853, where he has resided ever since. He was first employed by Chouteau, Harrison and Valle, one

of the most prominent firms at that time, and soon worked himself up to a responsible position, but resigned in 1866 to became a partner in the flour commission house of Imbs, Fusz & Meyer, from which he severed his connection in 1873 at the urgent request of Mr. Mathias Backer, one of the oldest flour merchants in the city. The firm of Fusz and Backer may be considered the predecessor of the present company. After the retirement of Mr. Mathias Backer, his son, Mr. Geo. H. Backer, became his father's successor, but he in turn has also withdrawn from active business. Mr. Louis Fusz is one of the most prominent and active members of the Merchants Exchange, serving as its vice-president, repeatedly as a director and very often in important committees and frequently representing it in conventions. He has always promoted the commercial interests of St. Louis here and elsewhere, as, for instance, the introduction of St. Louis flour in the New England and several Southern States, is due to his exertions. He is a man of the most affable manner, of the strictest integrity, and possesses a personal magnetism which endears him to a large circle of friends.

H. BAUR, President.

ANDR. BAUR, Secretary.

BAUR FLOUR COMPANY,

(Successors to Baur & Regel)

Flour Merchants and Millers' Agents,

1414 NORTH BROADWAY,

ST. LOUIS, MO.

Bell, Main 2788.

Kinloch, D1665.

SESSINGHAUS MILLING CO.

Bell Tyler 386. Kinloch B1185.

One of the oldest milling establishments of St. Louis, the Jefferson Mills, began operations as early as 1856. It was owned by Theodore, Gustavus and Frederick Sessinghaus, and stood on Second and Jefferson (now Clinton) streets, but burned down in 1870, whereupon the present mill, on Ninth and North Market streets, was built. The firm of Sessinghaus Bros. was changed in 1881 to the Sessinghaus Milling Co., under which name it was incorporated under the laws of the State of Missouri. Mr. Theodore Sessinghaus was President of the company from its incorporation until his death (February 14th, 1899), and was one of the best known millers of the city. His brother, Gustavus, who died in 1887, sat for several years in the School Board, and was a member of the Fiftieth Congress. The third brother, Frederick Sessinghaus, followed him into eternity in 1894. The present proprietors are Mr. C. J. Hanebrink, Mr. Oscar F. Sessinghaus and Mr. Wm. B. Thompson. They form the board of directors, with the first-named as President, and the second as Vice-President and Secretary. Mr. Hanebrink, who is connected with the firm ever since 1867, and thoroughly familiar with all the details of the milling branch, was chosen President as successor of Theodore Sessinghaus, but had conducted the business for several years previous. Mr. Oscar F. Sessinghaus is likewise well informed in the milling and flour trade. The product of the Jefferson Mills is of excellent quality, and is sold, aside from a large local trade, in the Eastern and Western States, and extensively exported to Europe. Their S.S.S.S. brand of flour received the first premium at the St. Louis Agricultural and Mechanical Fair in 1877, 1887, 1890, 1891, 1892, 1893, 1895 and the highest sweepstakes award in 1897; it was also the recipient of a gold medal and diploma at the Columbian Exposition in 1893. The mill is equipped with the most approved machinery, and employs from fifty to sixty hands all the year round.

ST. LOUIS VICTORIA FLOUR MILLS.

Kinloch B1306.

The St. Louis Victoria Flour Mills, located at the northeast corner of Main and Mound streets, were built many years ago, by that veteran miller, Alex. H. Smith, and his associates. The establishment became in course of time the property of Chas. F. and Wm. D. Orthwein, and is now owned by the latter and the estate of the former. The Victoria Mills have the advantage of a close proximity to the Mississippi river, and a direct connection with the various railroad lines coming to this city, affording excellent facilities for the unloading of grain and the shipment of the mill's product. The Victoria flour is justly celebrated for its high grade quality, only the best wheat being utilized by the firm. It is, therefore, highly appreciated in domestic and foreign markets, and gives the greatest satisfaction to dealers as well as consumers. Mr. Wm. D. Orthwein of the Wm. D. Orthwein Grain Company, of which we speak in a separate chapter, is the President.



J. B. BUSS FLOUR MILLS,
1444 NORTH BROADWAY.
TABLE QUEEN FLOUR

Is superior to other brands
because made only of the
best grades of wheat and
with the most improved
milling

PROCESS.
GOLD MEDAL AWARDED

—AT—
PAN-AMERICAN EXPOSITION

IN BUFFALO, N. Y.

Bell, Tyler 503A.

Kinloch, D1664.

GRAIN AND FLOUR EXPORT AND GRAIN TRADE.

It was a great and important innovation in the grain trade, when the first grain elevators were built and the handling and shipping of grain in bulk became introduced. It was in fact the foundation of the grain export from St. Louis to Europe via the river to New Orleans and by rail to Eastern seaports. The old method of shipments in sacks required a large number of hands, much labor and caused great expense; the handling in bulk saved a great deal of work and wages, likewise in cost of freight, and the effect of these savings was soon shown in the growth of the export trade. Another factor in the same direction was the introduction of barges for the transport of commodities between here and New Orleans by the Mississippi Valley Transportation Company, whose President, Mr. Henry C. Haarstick, was untiring in his efforts to facilitate grain and flour shipments from this point to foreign countries. Our grain export comprises wheat, corn and oats and the quality of wheat sent from here has from the start won enviable reputation in foreign markets, especially those of Europe. St. Louis exports grain and flour to England, Scotland and Ireland, Germany, Belgium, Holland, Spain, Italy, Switzerland, Denmark, Sweden and Norway, Finland, Turkey, Egypt, Canada, Newfoundland, Central and South America, Mexico and the West Indies. The building of the jetties at New Orleans in the second half of the seventies—they were the work of Captain James B. Eads, who also planned and built our great bridge—gave an impetus of the greatest importance to our export trade, as these jetties enable the largest ocean steamers with the heaviest cargo to pass out without grounding. From that time our export became more extensive from year to year. The fame of the St. Louis flour enjoyed by it abroad is based upon the fact, that it is made of hard white wheat of the best quality, principally grown in Missouri, Illinois and Kansas, and unsurpassed in its properties and value.

ANNAN, BURG & CO.

Bell Main 1890. Kinloch D1602.

This firm was originally established by Messrs. Roger P. Annan, Henry Burg and Daniel E. Smith, under the name of Annan, Burg & Smith, in 1881, for the transaction of a general commission business in grain, flour and mill-feed, and the execution of orders for futures. They were first located on South Commercial near Market, occupied afterwards a warehouse on the corner of Commercial and Market streets until 1890, in which year they removed their offices to the Railroad Exchange Building at the corner of the Merchants Exchange Block, but still larger quarters became necessary and they are now on the ground floor of the Merchants Exchange Building, 117 North Third street. Mr. Smith withdrew in 1901, since which time the business is conducted by Messrs. Annan and Burg under the above style. These two gentlemen possess the experience of more than twenty years and a thorough knowledge of the various branches, to which their energy and ability is devoted. Buying from first hands throughout the North and West they are prepared to give the most favorable prices to those who have to sell and those who wish to buy and they enjoy the fullest confidence of shippers and dealers for fair and upright treatment. Mr. Annan hails from old Virginia, came to this city in 1870, was first connected with the commission house of J. W. Booth & Sons, afterwards with the H. & L. Chase Bag Co., with which he remained up to the time of forming the partnership with his two associates. Mr. Burg, who is a St. Louisian by birth, was in his boyhood and for several years afterwards an employee of David Nicholson, Sr., from where he went into the commission business as successor to Barnard & Co. until the establishment of the present firm. Both gentlemen are well known and great favorites in our mercantile and social circles.

CHAS. F. ORTHWEIN'S SONS.

Bell Main 1196. Kinloch D1624.

The origin of this firm dates back to the beginning of the sixties, a time when the Civil War had such detrimental

influence, that trade and commerce were almost at a standstill, making mercantile ventures rather risky, but there were two energetic young men in St. Louis, who mustered sufficient courage to form a copartnership for the carrying on of a grain commission business. They were Gustav Haenschen and Chas. F. Orthwein. The firm of Haenschen & Orthwein soon succeeded in replacing the Southern trade—which had ceased during that period—by an extensive grain trade with the West and Northwest, thereby making St. Louis the center of a vast business, which until then had been monopolized by Chicago and Milwaukee. After the dissolution of this partnership, in 1872, Mr. Orthwein associated himself with Mr. Joseph J. Mersman under the name of Orthwein & Mersman, which firm continued till 1880, in which year Mr. Wm. D. Orthwein, a younger brother of Mr. Chas. F., became a partner in the firm of Orthwein Brothers. It had been the aim of Mr. Chas. F. Orthwein ever since 1866, to make St. Louis an independent point of export to Europe by way of the Mississippi and the port of New Orleans, but his plan was for a long time opposed with the argument that the Southern climate would be damaging to the condition of grain and that the harbor of New Orleans did not possess the necessary requirements for the loading of ocean vessels directly from Mississippi river crafts. It is greatly due to Mr. Orthwein's exertions that the first argument was proved groundless, and that the obstacles in reference to port facilities were removed by the building of the Eads Jetties. Orthwein Brothers were chiefly instrumental in creating an immense grain export (wheat and corn) from St. Louis to Europe, especially to England, Belgium and Holland; thereby securing a foreign market for the grain-producing regions of the West and Northwest. After an existence of thirteen years the firm was dissolved in 1893, whereupon Mr. Chas. F. Orthwein made two of his sons his partners, under the style of Chas. F. Orthwein & Sons, and Mr. Wm. D. Orthwein established the Wm. D. Orthwein Grain Company. The death of Mr. Chas. F. Orthwein in December, 1898, was followed by a change of the firm name to Chas. F. Orthwein's Sons, but this was in fact the only change, as the business has uninter-

ruptedly been carried on in the same way, and on the same principles of strictness and integrity as before. The house has branch offices and grain elevators of the largest capacity at Kansas City, Mo., Galveston and Fort Worth, Texas, and in New Orleans. The owners of the firm are Mr. W. J. Orthwein and Mr. C. C. Orthwein; the latter manages the business in Kansas City, the former is at the head of the St. Louis house, which during his frequent stays in Europe is in charge of Mr. Chas. O. Schultz, who has been connected with the Orthweins for more than a quarter of a century. The firm is one of the largest grain exporters in the United States, and has an unsurpassed standing in the commercial world on both sides of the Atlantic. The St. Louis office is quartered on the second floor of the Merchants Exchange building, that at Kansas City occupies rooms in the Board of Trade building.

WM. D. ORTHWEIN GRAIN CO.

Bell Main 1848. Kinloch D1533.

The career of Mr. Wm. D. Orthwein is closely interwoven with that of his brother, the late Chas. F. Orthwein, whose partner he became in 1880, in which year the firm of Orthwein Brothers had been organized. He came fully equipped for his duties in that firm, having been connected with its predecessors, Haenschen & Orthwein, and Orthwein & Mersman, for nearly twenty years, thereby gaining a thorough knowledge of all the details of the grain branch. The partnership of the two brothers continued from 1880 to 1893, during which period their direct export of grain from St. Louis to Europe via New Orleans and Galveston became more extensive from year to year, reaching such dimensions that a division of operations appeared desirable. For this reason the firm was divided in 1893, and two firms emanated from the former one. Mr. Wm. D. Orthwein made two of his sons, Messrs. Frederick C. and Walter E. Orthwein, his partners, under the name of the Wm. D. Orthwein Grain Company. Having been identified for so many years with the grain trade of this country, and with operations amounting to millions of dollars annually, it was but natural that Mr. Orth-

wein's new enterprise was accompanied by the most flattering results from the start, he being so well known from Lake Superior to the Gulf, throughout the grain regions of the West and Northwest. Very ample means combined with a long experience in this particular branch of business enabled the firm from the beginning to operate on a large scale, the result being a very extensive first-class trade, placing the house in the front rank of its line. The principles of reliability and uprightness, which have marked all the transactions of the father, are in the same degree adhered to by the sons and form the basis for the various enterprises in which they are interested. The St. Louis Victoria Flour Mills, of which we speak in the preceding chapter, are owned and controlled by the Orthweins. Wm. D. Orthwein is the President of the grain company, Frederick C. Orthwein the Vice-President, and Walter E. Orthwein the Secretary. Mr. Wm. D. Orthwein made this city his home in 1862, and can look back upon forty years of business activity. He has been a director of the St. Louis Merchants Exchange, a member of the Board of Managers of the Mullanphy Emigrant Relief Fund, and is since several years the Vice-President of the Manufacturers Railway Company; also a director of the Mississippi Valley Trust Company and the Kinloch Telephone Company, likewise a member of the St. Louis, the Union and the Jockey Club. The office of the Wm. Orthwein Grain Company is located in the Merchants Exchange, third floor, room 310.

CHRIS SHARP COMMISSION CO.

Bell Main 1133.

This firm was established in 1878 by A. Hewit and Chris Sharp for the carrying on of a general commission business, but especially in grain. The incorporation took place in 1889, with Messrs. A. Hewit, C. Sharp and C. J. Quesnel as incorporators, with Mr. Sharp as President and Mr. Quesnel as Secretary. After the death of Mr. Sharp (1900) the ownership changed, Mr. Sharp's interest being purchased by Mr. C. J. Quesnel, who is now the President of the company; his partners are Mr. F. H. Gieselman, the Secretary, and Mr. Edward Quesnel. These three

gentlemen form the board of directors, and conduct the business in the same creditable manner as heretofore. The firm was first located at 116, then 212 North Commercial street, but occupies since many years the entire four story building, No. 202 North Main street. Mr. Chris Sharp was born in New Orleans, La., September 23d, 1845, and worked his way up from a youth without means till he became a prosperous merchant and one of the representative members of our commercial community. He and Mr. C. J. Quesnel had been clerks on Mississippi river steam-boats in their younger years, very frequently on one and the same steamer, and their close friendship terminated only when Mr. Sharp was called from earth. He was an active, energetic business man, honest, reliable and straightforward in all his dealings, and highly esteemed by all who came in contact with him, as evidenced by the fact that his fellow-members of the St. Louis Merchants Exchange elected him successively a director, first vice-president and, in 1898, president of that body. It was in this latter capacity that he introduced our late lamented President Wm. McKinley to the assembled merchants of this city. The death of Mr. Sharp was deeply deplored by his friends and coworkers, and appropriate resolutions of condolence were adopted by the Exchange.

TEICHMANN COMMISSION CO.

Bell Main 441m. Kinloch A196.

The firm of Teichmann & Co. was established in 1857, by Chas. H. Teichmann and Andrew Einstmann, as a general commission business in flour, grain and provisions, at what was then No. 50 South Main street, between Walnut and Elm. Mr. Einstmann lost his life in the Southern Hotel fire (1877), whereupon Mr. Teichmann continued the business by himself until 1882, in which year the Teichmann Commission Co. was incorporated with Chas. H. Teichmann as President; Adolph Bang (who died in 1901), as Vice-President, and Otto L. Tiechmann as Secretary and Treasurer. The business has prospered, and is one of the oldest in the city in that line, which is due principally to the sagacious management of its founder, Mr. Chas. H. Teichmann, who is

till actively engaged in conducting its affairs. His undaunted energy and strict integrity gave to the firm an uninterrupted, honorable and prosperous career for more than forty years, none of the crises or panics during this long period affecting it, and it is known to-day as one of the oldest and staunchest commission houses of St. Louis. Its principal business is grain, and its specialty barley, of which it handles nearly a million bushels annually. The firm occupies handsome and commodious offices at No. 204 North Third street, with warehouse at 200-2 Market street.

Mr. Chas. H. Teichmann was born July 27th, 1832, at Celle, Hanover, where his father was a judicial officer. He received his education at the high school of his native city, an institute noted for its efficiency, and entered in 1847 upon a mercantile career. The political liberty and business opportunities afforded in this country brought him across the ocean in 1849. He found employment as a clerk in New York, and in 1853 came to St. Louis as salesman and bookkeeper with L. & C. Speck & Co., at that time one of the prominent wholesale houses of our city, and subsequently with the commission house of Angelrodt & Barth. Ever since establishing his business reputation Mr. Teichmann has been well known in our community, as an honorable and conservative business man, which has brought to him various distinctions and responsibilities, demonstrating the esteem in which he is held by all who know him. The Merchants Exchange has repeatedly elected him a director, twice as its vice-president, and would have honored him with the presideney had he not declined the nomination offered him by a large caucus of influential friends in 1889. He was president of the United States Savings Association for eleven years, has been connected with the Jefferson Fire Insurance Co. for over thirty years, serving as directer, vice-president and president, which latter office he still occupies. His valuable services as a member of the Mullanphy Board, during five years, and as a director in the German Immigration Society for many years, have been duly appreciated by the public. During the Civil War Mr. Teichmann enlisted three times, in the Federal army, and was honorably discharged as first sergeant. He is well known in social circles

and belongs to various clubs. The officers of the Teichmann Commission Co. are: Chas. H. Teichmann, President, his son, Otto L. Teichmann, Secretary and Treasurer, the latter being at present a director of the Merchants Exchange.

PRODUCE, FRUIT, ETC.

These commodities are handled by a large number of St. Louis dealers and the receipts are as a rule very heavy. The produce market of our city supplies not only the local consumer but provides an extensive outside territory with the various products of farm and garden. They are brought here from the Western, Southern, Southwestern and Northern States; one-half of it is absorbed by the city, the other half distributed far and wide by St. Louis firms. Especially important is, for instance, the potato trade; 2,896,059 bushels of potatoes arrived here in 1901 by rail and water, and to this came about two millions which Missouri and Illinois farmers brought here in their wagons, and a large part of the crop in the American Bottom on the other side of the river is also handled by St. Louis dealers, which may be set down with nearly three millions, making a grand total of nearly eight and one-half million bushels. The receipts of cabbage amounted to four million heads from which 120,000 barrels of kraut were prepared and sold here. Our city is the greatest market for watermelons and cantaloupes, over 4,000 car loads came here in the aforesaid year, nearly three-fourths of this quantity being shipped from here to Eastern States. All sorts of vegetables and fruit find their way in season from everywhere to this market for local consumers and distribution to all parts of the country, beans, pears and apples forming the most prominent among them. Dried fruit, domestic and imported, is also an important article of trade. The consumption of butter in the city proper is, as may be imagined, extremely large, but St. Louis is, aside from this, the center of an extensive butter and cheese trade and supplies even distant States. Nearly fourteen million pounds of butter were received in 1901 and more than four millions shipped from here; during the same year almost a million boxes of cheese reached

our market of which 320,000 were sent out again. The produce and fruit trade lies almost entirely in German hands and those devoted to it do generally a thriving and lucrative business.

F. W. BROCKMAN COMMISSION CO.

Bell Main 768. Kinloch B613.

This firm was preceded by Vogelsang & Brockman (1873-1876), and by Brockman & Trauernicht (1876-1895), in which latter year Mr. Trauernicht died. The present firm was incorporated in 1896 by F. W. Brockman, C. H. Taylor and J. H. Woltering, and the officers of the company are as follows: F. W. Brockman, President; C. H. Taylor, Vice-President; Geo. Reller, Secretary; and I. H. Woltering, Treasurer. These gentlemen are also the directors. The Brockman Commission Company is one of the best known and most reliable firms in its line, does a very extensive general commission business, makes a specialty of eggs and poultry and handles in particular large shipments of butter. The firm possesses most ample means and makes liberal advances on consignments, on goods in refrigerators and on bills of lading. This house handles more eggs and poultry than any other in this market and is known far and wide for reliability in all its transactions. Aside from its extensive city trade among grocers, jobbers, etc., its shipments to all Northern and Eastern markets are very voluminous. The company has its own refrigerator machinery and cold storage on the premises, an advantage of the greatest importance. Mr. F. W. Brockman was born in Steinhagen, Prussia, came here when a mere boy and it can be said of him that he combines German industry and energy with American enterprise and activity; his partners are likewise experienced business men of the highest integrity and well known in commercial communities. Always taking great interest in public affairs and especially in educational matters, Mr. Brockman served during several years as a member of the School Board and as the president of that body from 1894 to 1895 with marked ability and success. He and Mr. Taylor are members of the Merchants Exchange. Thirty employees constitute at present the

working force of the firm, which was first located at 1023 and 1025, from 1879 to 1894 at 904, and occupies since then very commodious quarters at 805, 807 and 809 North Third street.

R. HARTMANN & CO.

Bell Main 464. Kinloch A525.

One of the best known firms in the general produce business is that of R. Hartmann & Co., occupying the spacious building No. 14 S. Second street. It was established by Mr. Rudolph Hartmann in 1883, and was for a number of years located on North Main street until more space became necessary in consequence of its steady growing trade. Mr. Hartmann came here in 1865 and made himself thoroughly acquainted with all the different branches of the produce and commission business before he entered the field in which he has won success and reputation in a like great measure. He handles all kinds of country produce, making a particular specialty of dairy and creamery products; is in daily receipt of large shipments of choice butter and cheese from the best sources, and is at all times enabled to fill orders of any size with the best articles at lowest market prices. An extensive stock of fine butter, domestic and imported cheese, eggs, beans, peas, honey, etc., is always kept on hand and exclusively sold to the trade. Enjoying a well-deserved confidence among producers and shippers, who can at all times rely upon fair dealing and the best possible returns, the owner of this firm stands likewise highly respected in our commercial community as well as in social circles. Mr. Hartmann was born in 1847, is a Prussian by birth, and hails from the celebrated Eichsfeld in Thuringia. He is the Vice-President of the E. Hartmann Hide & Leather Co., of which we speak in another part of this work, a member of the Merchants Exchange, and belongs to the Liederkranz Society and the Union Club.

HOFMANN BROTHERS PRODUCE COMPANY.

Kinloch A771.

One of the oldest houses in the produce line, the Hofmann Bros. Produce Company, exists now for over forty years, namely since

1860, in which year Ernst G. and Frederick W. Hofmanu established the firm of Hofmann Bros. They were first located on North Third street (at that time called Broadway) nearly opposite Franklin avenue, but occupy since many years much larger quarters at 700 and 702 North Second street, the northeast corner of Lucas avenue. The above company was incorporated in 1880 by the two original owners and the present partners are E. G. Hofmann. F. W. Hofmann, Henry Burmeister, Louis Hofmann and Oscar S. Hofman. Mr. E. G. Hofmann is the President, Mr. F. W. Hofmann the Vice-President, Mr. Hy. Burmeister, Seeretary; and these three gentlemen constitute the Board of Directors. The principal articles in which the firm deals, are dried and evaporated fruit, butter, cheese,beans, peas and various other kind of produce. Fair and honorable dealing won for the firm an enviable reputation and the fullest confidence of the fruit growers, farmers, creamery owners and dairymen in the different parts of the country as well as of their customers here and elsewhere. The shipments of the firm go to almost all the States of the Union and include large exportations to Europe. A branch established at Los Angeles (California) serves especially for the purchase and inland distribution of dried and evaporated fruit and its transatlantic export. The proprietors are all actively engaged in the management of the business, which has grown from year to year resulting in a well-deserved success as a just reward for their energy and constant attention to all the details of their trade. They are ably assisted by from twenty-five to thirty experienced employees, many of whom have beeu with the firm for a long time.

Henry Sayers & Co.,
COMMISSION MERCHANTS,
—AND EXPORTERS OF—
Tallow, Grease, Oils, Stearine, Cotton Seed
Oil, Soap Stock, Etc.
St. Louis, Mo., U. S. A.

JULIUS VOGELER.

Kinloch A574.

It will soon be forty years since Mr. Julius Vogeler became the successor of the grocery firm of Heidsieck & Moll under his own name and in the same place which he still occupies, 10 and 12 North Third street. The business was originally confined to the retail grocery trade, but was soon extended by the establishment of a general commission house, buying and selling all kinds of produce, but making eggs and poultry a specialty. The territory of sales comprises Missouri, Illinois, Kansas and Arkansas, aside from which the firm has a very extensive local trade. Uprightness and fair dealing in all his transactions have been his invincible rule, and have brought him well-deserved success and an enviable standing in the business community. He is a man of great activity, found at his post from morning till night, giving his personal attention even to the smallest details. Mr. Vogeler is one of the best known commission merchants of St. Louis, which city he has made his home for more than half a century, and which has in him one of its best citizens. He is ably assisted in the conduct of the business by his son, Mr. Julius Vogeler, Jr., who, like his father, devotes all his time and ability to the strict performance of his duties.

MEAT AND PROVISION TRADE.

The large local consumption of meat and provisions and the extensive outside trade of these articles form a very important branch of business in our city. The annual sales amount to many millions and thousands of persons are engaged and employed in the slaughter-houses, butcher shops, packing establishments, etc. The stock-yards, though located across the river in East St. Louis, must be considered as belonging to our city and its transactions as a part of our trade. The market for the local consumption is always well supplied and the abundance of all sorts of provisions furnishes dealers as well as consumers, unsurpassed facilities to make their purchases.

THE ST. LOUIS DRESSED BEEF & PROVISION CO.

(Bell Lindell 115. Kinloch C345.)

One of the greatest and most important industrial establishments in the United States is owned and conducted by the St. Louis Dressed Beef & Provision Company, organized and incorporated in 1891 by Louis Schaefer, Henry Bischoff, Gust. Bischoff, Mathew Courtney, J. H. Wollbrinek and Henry Bischoff, Jr. The officers of the company are: Louis Schaefer, President; Henry Bischoff, Vice-President; Gust. Bischoff, Secretary and E. S. Brooks, Treasurer; the board of directors consists of these four gentlemen and Messrs. J. H. Wolbrinek, Mathew Courtney and Fred L. Luth. The gigantic plant of the company covers the two large blocks bounded by Manchester avenue, Papin street, Vandeventer and Sarpy avenues, and is connected by switches with all the railroad lines coming to St. Louis. Branch offices and warehouses are located in New York, Brooklyn and Pittsburg, Pa. The territory of sales comprises the entire United States from one end to the other, and the articles which the company places on the market, include dressed beef, pork, mutton, veal and other products derived therefrom, such as provisions, lard, oleo oil, sausages, canned meats, etc. Cured meats, oleo oil and lard are in large quantities exported by the firm to England, Holland, Denmark and Germany. The quality of everything sold by the firm, and the strictness and fair dealing in all its transactions has now the highest reputation with the trade as well as with the consumers, and its business has steadily grown and became more extensive from year to year, in consequence of which fact the enlargement of its capital has become necessary from time to time; it was originally, in 1891, 100,000 dollars; the first increase to 300,000 dollars was made in 1893 and this was doubled in 1896; 200,000 were added in 1899 and it became a full million in 1900. This alone is a sufficient proof of the immense growth which the St. Louis Dressed Beef and Provision Company has reached, but the following figures give a still better evidence of its magnitude: they slaughtered during the year 1900 — 108,416 cattle, 192,990 hogs, 38,344 sheep and 18,704

calves; and there are 680 persons employed in the various departments of the company. The buildings are equipped with the most approved machinery and practical arrangements, are well ventilated and the greatest care is taken to secure all possible cleanliness in the entire establishment, to make the output pure and wholesome. A new feature, added a couple of years ago to the products of the company, consists of three valuable preparations by a process invented by Dr. George Richter, of this city, and highly recommended by some of the greatest medical authorities. These preparations are: Pepsin, whose hygienic properties excel all similar preparations in point of the result derived from their use; another preparation, called Succarnis, is the juice pressed out of fresh lean beef, exsiccated and powdered in accord with Dr. Richter's method, the most concentrated food ever placed on the market, and unsurpassed for sick and convalescent persons; the third bears the name of Extauri's Bouillon Powder and is an evaporated and pulverized bouillon or both, made of the choicest beef and prepared with all the spices, herbs and condiments which are required to make a good strong soup. These preparations are patented by the United States government and exclusively made by this company.

LOUIS SCHAEFER.

Bell Main 344. Kinloch A1009.

It gives us particular pleasure to refer here to one of the best and widely known German-American citizens of St. Louis, a man whose name, is just as familiar in North as in South St. Louis, in the center part as in the west end of the city, namely, to Mr. Louis Schaefer, the prominent wholesale and retail butcher and president of the St. Louis Dressed Beef Company. He had learned his trade in his father's shop in a thriving village of Hesse Darmstadt and left home as a youth of sixteen years, to seek — and in his case it was to find — his fortune in the New World. He came to St. Louis in the summer of 1860; the late Henry Springer, the well known butcher, was his cousin, and at once gave him employment, but the Civil War had hardly lasted a year when young Schaefer joined the Union army as a soldier in the Eighty-fifth Missouri

Infantry regiment, commanded by Norman J. Colman, who afterwards became Vice-Governor of the State and Secretary of Agriculture. Schaefer returned after the end of the war to the city, working again at his trade until 1869, in which year he established a business of his own. Devoting his time and labor, his thorough knowledge of his trade in all its details, to his business, he soon prospered and was in a comparatively short time enabled to add a wholesale department to his retail business. His stand in the Union Market expanded from year to year and occupies the space of five or six single stands; here he is seen every day not only supervising his employees, but attending to the wants of his patrons as of old. The St. Louis Butchers Union elected him repeatedly its treasurer, and he represented this body in several national conventions. Though his time is much taken up by his various business interests he served nevertheless during two years as a member of the City Council under the administration of Mayor Ewing, but declined a re-election. Being of a very social disposition, fond of music and song and also of athletic sports, he takes an active interest in this direction, and has for many years been the president of the West St. Louis Liederkranz and first speaker of the West St. Louis Turnverein, also a member of several other societies. His success in life is well deserved, being the result of uprightness, industry and firmness in all his dealings. He is a public-spirited citizen, liberal-minded and generous and enjoys the esteem of all who know him, being welcome wherever his congenial face is seen.

ST. LOUIS COTTON EXCHANGE.

The St. Louis Cotton Exchange, established in 1874, emanated from the St. Louis Cotton Association, organized a year before by a number of cotton merchants of our city, of which Theodore G. Meier was the President and the late Wm. M. Senter the Vice-president. They met first in a building adjoining the old Merchants Exchange, and from 1875 on in rooms on Main and Chestnut streets. Planters and merchants in the cotton-producing

States had their attention called to the formation of the Exchange by the usual means, but especially by the offering of premiums amounting to 11,000 dollars per annum from 1874 till 1881. The membership in the beginning, numbering eighty, soon grew larger, and reached 300 in 1879, and with the constant extension of trade came the demand for more spacious quarters and the desire to have a building of their own instead of being in rent. The erection of such a building was resolved upon in November, 1879, and the southwest corner of Main and Walnut streets selected for the purpose. Its inauguration took place in May, 1882, and the existence of this Exchange has done much towards the promotion of the cotton trade of the Mississippi Valley and the South in general.

The cotton received at this point comes mostly from Arkansas and Texas, but there are also shipments made to St. Louis from Tennessee, Mississippi, Missouri, Louisiana, Alabama, the Indian Territory, Oklahoma, Kentucky and Kansas. The number of bales sold by the St. Louis factors varies in accordance with the crop and the quality of the staple, the bulk of it being sent direct to foreign markets.

The Exchange has at present the following officers: President, R. W. Upshaw; Vice-President, R. F. Phillips; Secretary and Treasurer, L. N. Van Hook; the Board of Directors consists of J. C. Taylor, J. A. Senter, J. H. Allen, Adam Wiest, Duncan Joy and R. B. Heed.

ADLER-GOLDMAN COMMISSION CO.

Bell Main 794.

The Adler-Goldman Commission Company is the offspring and successor of Adler-Goldman & Co., which firm commenced operations in 1870 in Jacksonport, Arkansas, as cotton factors. They did a thriving business and resolved upon a removal to St. Louis in 1875 after this city had become the center of the cotton trade, especially of the Southwestern crop. The first name was retained until 1889 in which year the above company was incorporated by Messrs. J. P. Goldman, Ben Adler and Gus Rosenberg for the carrying on of a commission business with cotton as a specialty.

Very large financial resources, great business experience, an extensive and fair dealing form the basis of the successful career, to which the firm can point with well-justified pride. The present partners and officers are: J. B. Goldman, President; Julius Lesser, Vice-president; and Ben Adler, Secretary. All three participate most actively in the conduct of the company's affairs, devoting their time and attention to their respective duties, and occupy an enviable position in the commercial world. Mr. Goldman was for several years a director and vice-president in the Fourth National Bank, belongs to various mercantile, social and benevolent organizations. His partners are likewise well known in business and social circles and all three gentlemen take an active interest in public matters and in everything tending to promote the good and welfare of the community.

LESSER COTTON CO.

Bell Main 794.

Lesser Cotton Company is almost identical with the Adler Goldman Commission Company, the partners of both being one and the same, namely Messrs. J. B. Goldman, Julius Lesser and Ben Adler, who are also its officers and directors. The incorporation of the Lesser Cotton Company took place in 1891, in accordance with the Missouri State laws. They number among the most extensive dealers in cotton grown in Arkansas, where they keep twelve branches for the purchase of the staple, which they in turn sell to the New England factories, aside from a large export to Great Britain, the continent of Europe and to Japan. The management of this business lies principally in the hands of Mr. Julius Lesser, who is an expert in the cotton branch, and thoroughly familiar with all its details. Ample means and all possible facilities enable the firm to give sellers as well as buyers at all times the best terms and advantages, and the strict principles and high integrity to which the firm adheres in all its transactions has won for the same the fullest confidence of its customers and correspondents. The firm is a member of the St. Louis Merchants and the St. Louis Cotton Exchange, of which latter body Mr. Goldman has been president, and Mr. Lesser a director.

SENTER COMMISSION COMPANY.

Bell Main 1234m. Kinloch A578.

St. Louis owes its position in the cotton trade of this country in a great measure to the above firm and especially to the exertions of Mr. Wm. M. Senter, who for nearly forty years has devoted himself to this branch of business. He came here in 1864 and saw in St. Louis the natural center of the cotton trade, but it required the necessary development and M . Senter lost no time in doing his full share in this direction. With this in view he formed a copartnership with Mr. Wm. T. Wilkins, his brother-in-law, and established the firm of Senter & Company, which is known on both sides of the Atlantic as one of the leading cotton houses in the United States. He was one of the chief promoters of the Cotton Association of St. Louis, founded in 1873, took an active part in the organization of the St. Louis Cotton Compress Company, which gave our city so great a prestige as a cotton market; and the establishment of the St. Louis Cotton Exchange in its own building (opened in 1882) was chiefly due to him. The buying and selling of cotton forms the principal feature of the firm's business. The Senter Commission Company is well known among the planters in the various Southern States and receives large consignments from them and they distribute the staple all over our own country and likewise on the European market. They also deal in wool, pelts, hides and grain as commission merchants or for their own account. The firm enjoys the unlimited confidence of the producers as well as of the trade, and is known for the scrupulous attention given to the interest of its patrons for its fair dealing and the promptness and accuracy in all its transactions. They are members of the Merchants and the Cotton Exchange, which bodies Mr. Senter had repeatedly served in various official capacities. He had also been a director in the Union Trust Company and several other corporations, and his death, which occurred in January, 1901, deprived our community of one of its best citizens. Mr. Wm. T. Wilkins, his life-long partner, succeeded him as president of the company, but he, too, was called from earth a year later (in February, 1902) after a long,

active and useful life. He was one of the organizers of the St. Louis Cotton Compress Co. and of the Cotton Exchange of this city; had for a number of years been a director of the Third National Bank. The present owners, Messrs. John A. and Chas. P. Senter, are the worthy successors of their father and uncle, following in their footsteps by conducting the affairs of the company with the same strictness and reliability which marked the business career of their predecessors. John A. Senter is the President, Chas. P. Senter the Treasurer, and M. Woffort the Secretary of the company. The firm occupies handsome and spacious offices at the northwest corner of Third and Walnut streets, in the near neighborhood of both the Merchants and Cotton Exchange.

A. L. WOLFF & COMPANY.

Bell Main 3774. Kinloch B164.

This firm is an offspring of one of the oldest and most prominent cotton firms in Liverpool, the center of the world's cotton trade. It was in 1880 when Mr. A. L. Wolff made St. Louis his headquarters as the representative of A. Stern & Co. of Liverpool, under the firm name of A. L. Wolff & Co. His sagacious management, his careful guarding of the interests intrusted to him by the Liverpool house, was duly rewarded. Messrs A. Stern & Co. admitted him into partnership in 1889; the firm name in England remained unchanged and that of the St. Louis firm was likewise retained, but they are in fact constituting one business house with unsurpassed facilities in regard to large means, thorough experience in the branch, complete surveillance of the market and rare opportunities for the purchase and sale of the staple. As the American partner of this great English firm Mr. Wolff extended his operations over the entire cotton belt, buying in the respective markets through sub-agents under his personal directions. He established in the aforesaid year, branch offices at Forth Worth and Corsicana (Texas) which were afterwards consolidated and located in Dallas, from which place the firm operates nearly the whole State of Texas and the Indian Territory through its own employees. The

cotton so bought is directly shipped from Galveston to Liverpool, from where it is distributed over all England and the continent of Europe. The two firms, which form such a strong combination, consist of Messrs. A. Stern, A. L. Wolff and Maurice Stern. The Messrs. Stern reside in Liverpool and number among the most prominent merchants of that commercial center and the same can be said of Mr. Wolff, who enjoys the highest esteem in the mercantile and social circles of St. Louis and who is at the same time one of the best known cotton merchants in the Southern States. Mr. Charles Dobriner, the manager of the local office, which is situated in the Granite Building, has for years been actively identified with the firm and both gentlemen are never amiss to promote the business interests and welfare of the city, which they have made their home.

HISTORY OF THE ST. LOUIS REAL ESTATE EXCHANGE.

BY SIDNEY SCHIELE, ASSISTANT SECRETARY.

A Real Estate Exchange has been in existence in St. Louis since 1877, or for twenty-four years. There were only a few real estate men in St. Louis when the Exchange was founded, and they met in a little room on Sixth street, between Pine and Olive streets, and organized an Exchange, which consisted of twenty-five members, comprising all the real estate men in St. Louis at that time. The object, as stated in their little prospectus given out then, was "to advance the interests of the city of St. Louis and its inhabitants, by promoting public improvements, and to maintain an organization for sales and purchases of real estate, where public or private sales can be made, negotiations of real estate loans, and renting and leasing real estate." These objects have been the aim of the Exchange ever since. With the larger field caused by the immense growth of St. Louis, it has become one of the foremost business associations in the city, ever ready to devise, advocate and support all measures calculated to improve the city of St. Louis.

The history of the Exchange during these years has demonstrated what can be accomplished by concerted and persistent efforts on the part of agents and owners in this city in the way of protecting its real estate interests, preventing vicious legislation, securing relief from unjust laws, resisting oppressive special assessments, and generally subserving the welfare of the city at large. Much of this work has been done for the benefit of the public without any special reference to the personal interests of the members of the Exchange. In securing for property-owners honest legislation, and the protection due to those who contribute more largely than any other body to the revenues of the city, the Real Estate Exchange has labored unselfishly as well as successfully.

In a city that has reached the magnitude of St. Louis, it is absolutely necessary that real estate owners and real estate agents work hand in hand. The fact that the World's Fair, in commemoration of the Louisiana Purchase, will be held here, will add immeasurably to the importance of the real estate interests of the city as well as to the need of a watchful care on the part of the Exchange.

The first president of the Real Estate Exchange was Theophile Papin, who was also one of its organizers. He was president in 1877, and occupied the chair for several years. After him followed, in the order named: William C. Wilson, Marcus A. Wolff, John G. Priest, Charles Green, James S. Farrar, John Maguire, Leslie A. Moffett, Leon L. Hull, John H. Terry. Several of these gentlemen served for more than one year. William C. Wilson, Marcus A. Wolff and John G. Priest have since died.

On March 17, 1893, the Exchange was reorganized, and incorporated under the head of business corporations. E. S. Rowse was president that year. James M. Carpenter was president in 1894 and 1895, followed by J. T. Donovan in 1896, Edward B. Wolff in 1897, and Malcolm Macbeth, who served through the years of 1898, 1899 and 1900. Joseph P. Whyte was elected president in 1901 and Wm. A. Giraldin in 1902. The Exchange has now a membership of 100 active members (men actively engaged in the real estate business), its limit—and thirty-two associa-

ate members, among whom are the leading professional and business men of St. Louis, who feel that the Exchange is deserving of support, and join to give it their moral support. Mayor Rolla Wells, former Governor David R. Francis, William H. Thompson, Assessor John J. O'Brien, Isaac H. Lionberger, William H. Lee, D. D. Walker, Thomas Wright, Charles R. Gregory, and other business men have indorsed the policy of the Exchange by joining it as associate members.

The election held in 1902 had the following result:—

President, Wm. A. Giraldin; Vice-President, Frederick G. Zeibig; Treasurer, James P. Blake; Secretary, Frank S. Parker; Assistant Secretary, Sidney Schiele. Directors: James P. Blake, J. Hamilton Farish, Wm. A. Giraldin, Henry L. Haydel, R. F. Kilgen, C. F. A. Mueller, Gerald B. O'Reilly, Frank S. Parker, Robert Rutledge, Albert T. Terry, Joseph P. Whyte, Edward Wyman and Frederick G. Zeibig.

To the foregoing history of the Real Estate Exchange, furnished by Assistant Secretary Schiele, nothing needs to be added by us, but we will state that aside from the following firms some of the trust companies also conduct a real estate business through a separate department, as, for instance, the Mercantile, the Lincoln, and the Mississippi Valley Trust Company.

AIPLE & HEMMELMANN REAL ESTATE CO.

Bell Main 1224. Kinloch A216.

This firm, established in 1898, and therefore rather young, can favorably compare the scope of its business with that of much older houses in the branch. Both partners, Mr. Albert J. Aiple and Mr. Theodore Hemmelmann, Jr., acquired their experience in the real estate trade in the office of Mr. Henry Hiemenz, Jr., in whose employ they were for a good many years and until they began operations for themselves. They succeeded in their enterprise and are to-day numbered among our prominent real estate dealers. The firm buys and sells real estate on their own account and on commission, attends to all transactions pertaining to real estate, negotiates loans, makes investments for others, acts as house agents and rent collectors, etc., and is

known for its fair and reliable dealing, prompt and careful execution of all business intrusted to them. Mr. Aiple, the President of the company, and Mr. Hemmelmann, its Secretary, are both sons of well-known St. Louis families, received their schooling in this city, entered commercial life when quite young and both are business men of great activity and energy. Mr. Hemmelmann was in 1899 appointed Assessor and Collector of Water Rates, in which responsible position he has proven a most faithful and competent official; it is due to his diligence and strict fulfillment of his duties, that the revenue from this source has largely increased, a fact deserving special recognition when compared with the conduct of the department in former years. The office of the firm is located at 608 Chesnut street, in the center of the real estate district.

WILLIAM BAGGOT.

Kinloch C466.

Few men in our great city are so widely and at the same time so well known as Mr. Wm. Baggot, by his thousands of friends familiarly called Billy Baggot. Public officials should, as a rule, attend to their duties with faithfulness and honesty, but this rule is only too often set aside by the incumbents of public positions. It must be said of William Baggot that he has invariably adhered to this rule during the many years in which he occupied two responsible offices; he was the first marshal of the Court of Appeal, created in 1875, and served in this capacity for nine and a half years with such fidelity that his resignation caused the judges to pass an unanimous resolution in acknowledgment of his services; he resigned to accept the appointment as State Coal Oil Inspector, which place he held for the full term of four years and till his successor, Col. J. G. Prather, entered upon his duties. Mr. Baggot has since that time, now fourteen years, devoted his ability and energy to the real estate branch, assisted by his sons, William and Amos Baggot. The firm conducts a general real estate business, consisting of selling and buying, renting of houses and stores, collecting rents, negotiating loans, etc., and their patrons have increased from year to year. Mr.

Wm. Baggot came here in 1854 and made St. Louis his home ever since, so that we may by right count him among our old fellow-citizens, reliable and trustworthy in every respect. The office of the firm is located at 1004 Chestnut street, where he can be found from morning till evening.

*E. C. Rowse,
Financial Correspondent
and Real Estate Agent,
800 Chestnut Street.
Bell, Main 1070.*

ADAM BOECK & CO.

Bell Main 2121a. Kinloch A243.

The firm of Adam Boeck & Company, real estate and financial agents, is one of the oldest in its branch. It was in the spring of 1866 when Mr. John Grether (until then a justice of the peace) and Mr. Adam Boeck formed a copartnership under the firm name of Grether & Boeck. Their first office was at 507 Franklin avenue, and very favorably located, there being no other real estate firm on that great thoroughfare at the

time. Most of the other firms in those years were found on Chestnut between Main and Fifth street, and this caused Messrs. Grether & Boeck to move their office to No. 322 Chestnut street, where they remained for several years till the westward movement of this branch of business set in, whereupon they followed suit and opened an office at 209 N. Sixth street. Mr. Grether retired in 1887, since which time Mr. Boeck associated his two sons, Mr. Walter A. and Geo. H. Boeck, with him under the above firm name. They were a long time at 207 North Eighth street, and are now at 622 Chestnut street, right in the heart of the real estate district and in the immediate neighborhood of the Real Estate Exchange. The senior member of the firm is identified with the real estate interests ever since 1860, and the experience gained during this long period makes him an authority in everything pertaining to the real estate business. With this experience he combines the strictest integrity and foresight, so that the interest of his customer is always in safe hands. He has able assistance in his two sons, who in all respects follow the worthy example given them by their father.

SAM. BOWMAN & CO.

Kinloch A257.

This firm was established in 1887 by Mr. Samuel Bowman, whose business career began at a very early age. Born in the small town of Weston, in the northwest corner of our State, he came to St. Louis in 1858 when only seven years old. His father, a pioneer merchant in that section of Missouri, had died in 1854, and, as his mother's fortune had dwindled away, her only son was compelled to quit school in his fourteenth year. He was for nearly four years an employee of the real estate firm of Barlow, Valle & Bush, which dissolved in 1869, whereupon he became identified with the Bluffton Wine Co., whose Treasurer, Mr. Isidor Bush, found in him an able assistant. The company was bought out by Mr. Bush and succeeded by the firm of Isidor Bush & Co., of which Mr. Bowman became a partner when only 19 years of age. He withdrew from the firm

seven years later and formed a partnership with Mr. S. T. Bleyer in the wholesale wine and liquor business; this partnership was dissolved in 1882, when Mr. Bowman established the Bowman Distilling Co. He went into the real estate branch, as stated before, and has been one of the most active members of that fraternity, and during the past fifteen years been identified with some of the most progressive movements for the development of the real estate interest in St. Louis. He has erected a number of first-class buildings which are a credit to the city, among them the West End Hotel at Vandeventer and West Belle, Fraternal Building, Eleventh street and Franklin avenue, Bowman Building, Eleventh and Locust streets, besides a number of business blocks on South Jefferson avenue. The firm attends to all business pertaining to the real estate branch and is known for its reliability and promptness. Mr. Bowman is a member of the Real Estate Exchange and always ready to promote the welfare of the community. The office of S. Bowman & Co. is on the northwest corner of Seventh and Chestnut streets.

J. I. EPSTEIN.

Bell Main 2160m. Kinloch A222.

The fundament of success in the real estate branch, first of all is a thorough knowledge of the business, a sound judgment as to localities and the value of property; sufficient experience and precaution, and best, but not least, the integrity which wins and retains the confidence of patrons. Mr. J. I. Epstein can boast of possessing all these qualifications and this is proven by the fact, that he, by industry and close attention, has built up an extensive and valuable business. He buys and sells real estate property in city and county, negotiates loans on improved property and for building purposes, manages estates, attends to the renting of dwellings and stores, collects rents and takes charge of everything pertaining to the real estate business. By devoting all his time, ability and energy to the execution of his duties he has secured a large patronage and the fullest confidence of his customers, whose numbers have grown with every year. He is a native of Alabama, from which State his parents came to

St. Louis when he was quite young, the family making this city their permanent home. Mr. Epstein is in the real estate business since 1893; he was first located at 208 North Eighth street, is now at 610 Chestnut, and has earned for himself the reputation of a business man of the strictest reliability and fairness in all his dealings.

Theophile Papin, Jr.

Louis H. Tontrup.

PAPIN & TONTRUP,
REAL ESTATE AGENTS. 

626 Chestnut Street.

Bell, Main 2688.

Kinloch, A223.

AUGUST GEHNER & CO.

Bell Main 1041. Kinloch A260.

The investigation of titles to real estate property is naturally of the greatest importance in all real estate dealings; the validity of such titles depends in all cases upon the correctness of the abstracts taken from the original entry in the office of the Recorder of Deeds, these documents forming the acknowledged safeguard for the purchaser. The investigators of titles are responsible for the abstracts issued by them, and it is therefore obvious that interested parties apply for such important instruments to the most reliable investigators, who give the fullest guaranty for the correctness of their work. The above firm is the most prominent one in this branch of business in our city, and enjoys an enviable

reputation among real estate dealers and the general public. It was established more than thirty years ago by Mr. August Gehner, who had during several years prepared himself for this vocation in the office of Hurk & O'Reilly, who at that time stood at the head of the profession. Mr. Gehner soon won the confidence of his patrons by the painstaking and faithful performance of everything entrusted to him, and his clients became in course of time so numerous that not only the clerical force had to be repeatedly enlarged, but that he formed a copartnership with Mr. Gustave Niemann, who for years had been one of his employees, and particularly fit to take charge of the most complicated investigation by his knowledge of law acquired at Washington University. This association took place in 1886 and has ever since proved just as satisfactory to the two partners as to their patrons. No higher praise could be bestowed upon the firm, than by the simple statement, that there has never been an error or a mistake in the thousands and thousands of abstracts issued from their office. The investing of capital for others was in course of time added to the firm's functions; this department stands under the special supervision of Mr. Gehner, who is considered one of the best experts in real estate and a financier of great ability and circumspection; he has again and again been re-elected president of the German-American Bank, one of our foremost financial institutions, is a director in the Mississippi Valley Trust, the Kinloch Telephone, the German Mut. Fire Ins. Co., the Treasurer of the Planters Hotel Co., one of the promoters and owners of the Rialto Building in which the Fourth National Bank is located, and a member of several commercial organizations and social clubs. Mr. Niemann superintends the title department in particular, in which the most perfect system prevails and where his experience is of the greatest value to all concerned; he is, like the senior partner of the firm, a recognized expert in real estate and financial dealings, a director of the German-American Bank and very prominent in fraternal circles. Both gentlemen devote their time, labor and energy to their various business duties, which they perform with untiring attention and care, guarding the interests of their clients with the greatest fidelity and number among the most influential citi-

zens of St. Louis. The office of August Gehner & Company is on the ground floor of the Wainwright Building, 711 Chestnut street, right in the center of the real estate district.

TITLE GUARANTY TRUST COMPANY.

Bell Main 1041. Kinloch A260.

This company was organized and incorporated in 1900 by a number of prominent capitalists, viz., H. C. Pierce, Eben Richards, Wm. J. Holbrook, Murray Carleton, J. C. Van Blarcom, August Gehner, Gus. W. Nieman, A. A. B. Woerheide, Festus J. Wade, Thos. H. McKittrick, Breckenridge Jones, S. M. Dodd, Thomas H. West, I. W. Bell, E. C. Simmons, W. H. Thompson, L. D. Dozier and Lorenzo Anderson. The object of the organization was the consolidation of several title investigating firms and its business is therefore identical with that of the firms now united under one management. Messrs. August Gehner, M. B. O'Reilly and Eben Richards were chiefly instrumental in bringing about this important consolidation. The officers of the company are: August Gehner, President; Eben Richards, First; Festus J. Wade, Second Vice-President, and Gustave W. Niemann, Secretary and Treasurer. The office is in the Wainwright Building, 711 Chestnut street.

HENRY HIEMENZ, JUNIOR.

Bell Main 2802. Kinloch 218.

Mr. Henry Hiemenz, Jr., is since many years one of the most prominent real estate dealers of this city, which is saying a great deal in view of the fact that he is one of the younger generation when compared with the many much older members of the real estate fraternity. He is the son of the late Henry Hiemenz, one of the founders and up to the time of his death the secretary of the German Mutual Fire Insurance Co., of St. Louis, and for several years a member of the City Council, which position he filled with honor to himself and fidelity to his constituents. The son received an excellent education and has been identified with the real estate branch since his early youth,

thereby acquiring a complete knowledge of everything pertaining to this line of business, and he has in course of time built up an extensive trade and gained a large patronage by close attention to business and honest dealing, serving his customers to the best of his ability. He buys and sells real estate property, procures loans, makes investments for his clients, attends to the renting of houses and stores and to the collecting of rents with the greatest promptness and care. He is a man of great activity, possesses business qualifications of a high order and gives his personal attention to all orders intrusted to him. Mr. Hiemenz belongs to the Real Estate and the Merchants Exchange, is a member of the Mercantile and the Union Club and is always willing to assist every movement in the interest of the community.

RENTS COLLECTED.

REAL ESTATE BOUGHT AND SOLD.

LOANS NEGOTIATED.

THOS. F. FARRELLY,

Real Estate and Financial Agent

No. 812 Chestnut Street,

Kinloch, B1428.

ST. LOUIS.

LINGENFELDER & BOKERN.

Kinloch B1436.

Mr. Eugene J. Lingenfelder and Mr. Edward A. Bokern formed a copartnership as Real Estate Dealers and Financial Agents the second of October, 1889, under the firm name of Lingenfelder & Bokern, and had the same incorporated in July, 1891, E. J. Lingenfelder being the President and E. A. Bokern Secretary and Treasurer. They were located for years at 814 Chestnut, but have their office now on the opposite side of the same street in number 823. Both partners had been identified with the real

estate branch long before the establishment of their own firm and possess in a great measure the knowledge and experience which are so indispensable in their vocation. The firm attends to everything in their line; the buying and selling of real estate, the negotiating of loans on real estate property, the renting of houses for business and residence purposes, collecting of rents, etc., and execute all orders with the greatest promptness and fidelity. The investment of capital, large and small, is effected by them with the greatest care and the interest of their patrons conscientiously guarded. Their business has therefore grown from year to year and they enjoy a well-earned reputation for integrity and reliability in all their transactions. The firm commands ample means and has the fullest confidence of their numerous customers. Mr. Lingenfelder as well as Mr. Bokern are active, energetic business men, members of the Real Estate Exchange, and well known in our business community and in private circles.

LEWIS A. J. LIPPELT.

Kinloch B1424.

The real estate firm of Lewis A. J. Lippelt is not an old one if compared with many others, but its owner had an unusual opportunity to acquire a thorough knowledge and valuable information for just that branch during a period of nearly twenty years, in which he held positions which enabled him to prepare himself most fully for the business in which he has been engaged for the last twelve years. Mr. Lippelt was born in the city of Brunswick (Germany) in 1852, where he first attended the grammar schools and afterwards a private institute, from which he graduated in 1866. Thus equipped with a good education he entered service in a mercantile house in his native place, but left home in 1870 to secure a future on this side of the Atlantic. He came directly to St. Louis and soon found employment as book-keeper with a wholesale firm, where he remained for four years. In 1873 he passed examination for a teacher's position in the public schools but declined the place offered him and accepted a better-paying one in the office of Recorder of Deeds as chief clerk and draftsman, holding it until 1878, in which year Colonel Henry Flad,

President of the Board of Public Improvements, appointed him abstract clerk in the Special Tax Department; he was promoted in 1881 to Deputy Assessor of Special Taxes, which place he kept until his resignation in 1891. These many years in the municipal service had made him familiar with all parts of the city, especially in regard to the value of real estate in the different localities, and this led him to establish himself in the real estate business. Conscientious and trustworthy in all his transactions, active and industrious, he has gained the confidence of a large patronage, and his business is still increasing. He has been a notary public ever since 1876, and has much to do as such. His office was for years at 616 and is now at 824 Chestnut street.

JAMES E. KAIME.

DAVID F. KAIME.

EDWIN F. KAIME.

J. E. Kaime & Bro.

**Real Estate Agents
and BROKERS.**

619 Chestnut St.

ST. LOUIS.

SCHUCHMANN REALTY CO.

Bell Main 3045. Kinloch A233.

This real estate firm was established in 1885 by Mr. Gustavus Schuchmann, who until then had been actively engaged in the packing and meat-canning trade. Born and raised in this city, he was for a number of years a student of City University, conducted by the celebrated Professor Wyman, and entered practical life when quite young. Energetic and enterprising from the start, he soon founded an extensive business by supplying several steamboat lines with meats, and from 1875 to 1880 he furnished meat to the various city institutions.

All this comprised large contracts, which he fulfilled with the greatest strictness and reliability. In 1880 he organized the American Meat Canning Co., as whose president he officiated till 1885, when he disposed of his entire interest, to seek another field for his activity. He became identified with the real estate trade and soon won the reputation of being one of the best judges of real estate property and as a very cautious and prudent investor for himself and those who intrusted their business to him. The firm attends to all matters connected with the real estate branch and give the greatest care and attention to the execution of all orders, serving their patrons with the utmost fidelity and integrity. Mr. Schuchmann is considered one of the most experienced dealers in real estate and his good advice is often sought by syndicates and corporations when important enterprises are intended. The office of the Schuchmann Realty Company forms one of the headquarters of the branch and its location, 724 Chestnut street, lies right in the center of the real estate district. The firm is incorporated with a paid-up capital of 50,000 dollars by Gustav Schuchmann, President; Aikman Welch, Vice-President, and Charles Voyce, Secretary of the company.

P. F. VANDER LIPPE.

Kinloch C640.

Mr. P. F. Vander Lippe conducts a Real Estate and Financial Agency business since the first of March, 1893, and enjoys the confidence of his patrons in such a degree that their number has increased from year to year, on account of the great care and attention with which he transacts all business intrusted to him. He attends to the purchase and sale of houses and lots, to the renting and the collecting of rents, builds dwellings on monthly payments and has always first mortgages on city property for sale. Aside from this he takes care of real estate property, manages estates and investigates titles. The negotiation of loans on real estate forms an important branch of his business and he makes the writing of deeds, wills, contracts, leases, bonds and all other legal documents a specialty. Mr. Vander Lippe is also 10K

a notary public and the interests of his clients are carefully guarded by him in every respect. He is known for integrity and fairness in all his dealings and the great ability and caution with which he executes all orders. The location of his office has never been changed during all this time, it is still at 1021 Chestnut street and easily accessible from all parts of the city. Mr. Vander Lippe is a son of the late Reverend Albert Vander Lippe, D. D., who for almost a lifetime was the highly esteemed pastor of the first German Presbyterian church of this city, a man of profound knowledge and of the highest standing in the community, whose honored name is conscientiously preserved by his family.

CHAS. F. VOGEL.

Bell Main 2194. Kinloch A221.

In no other branch of business are sagacity, good judgment, knowledge and integrity such indispensable requirements as in financial and real estate transactions, and the men who possess these qualities enjoy by right and justice unlimited public confidence. One representative of this class, Mr. Chas. F. Vogel, though only since seventeen years identified with the real estate branch, is one of the most prominent dealers therein, and has in this comparatively short period built up a very extensive trade, gaining an enviable reputation far and wide. Whatever is intrusted to him is in safe hands; the interests of his clients are most carefully guarded by him just as if they were his own, and it is his constant aim to secure to his patrons the best results. His business comprises buying and selling real estate, loaning money on such, the investing of capital for others and all the various functions of a house agent. Some very important real estate deals involving large amounts have been consummated through him in the most efficient manner, and he is considered one of the best experts in his line. Imbued with the strictest business principles, upright in all his transactions, giving his undivided attention to everything placed in his hands, his remarkable success is well deserved and a justified source of pride to himself and his innumerable friends. His career is a rather interesting one,

and shows what industrial habits, probity of character, willpower and ambition can achieve. In his fifteenth year a drummer boy in the beginning of the Civil War and during the following four years, and until mustered out at the end of the war, he has stood before the public's eye ever since, for many years in various official capacities, the most important of them that of Circuit Clerk, for which he was twice elected by very large majorities, and all of which he filled with great honor to himself and the fullest satisfaction of the community. Mr. Vogel is a man of great activity and energy, but at the same time cautious and conservative, affable and modest in his manners and of rare personal magnetism, a true friend and well meaning to everybody. He takes a lively interest in public affairs, is a member of the Merchants and of the Real Estate Exchange, the Mercantile and Union Club; belongs to several social and benevolent organizations, and is very prominent in Grand Army and fraternal circles, especially so in the Masonic Order.

JOS. P. WHYTE REAL ESTATE CO.

Kinloch A977.

Mr. Joseph P. Whyte, the President of this company, is a resident of this city since forty years, having come here in 1862. His connection with the real estate branch began in 1875, and he became identified during the following sixteen years with some of the oldest real estate firms of our city. This long period made him thoroughly familiar with the branch in all its details, and he was fully equipped for the transaction of business when he opened his own office in 1891. The firm is incorporated under the laws of the State of Missouri, and attends to everything pertaining to the real estate trade with the greatest reliability and promptness, guarding the interests of their clients with the utmost care and fidelity. The officers of the company are: Jos. P. Whyte, President; C. J. Daly, Vice-President and L. L. Daly, Secretary. Mr. Whyte is one of the oldest members of the Real Estate Exchange; was secretary of that body during 1893 and 1894, later on one of its directors, and in 1899 its vice-president. Declining the presidency in 1900, he had to accept it for the year

following and it is a noteworthy coincidence, that on the day of his election he was appointed City License Collector by Mayor Wells, which office he filled with such ability and strictness, that the revenue from this source showed an increase of \$175,000 within one year. The recent death of Harbor Commissioner Alt made this office vacant and Mayor Wells appointed Mr. Whyte to this important position. The office of the Jos. P. Whyte Real Estate Company is since many years at 809 Chestnut street.

ST. LOUIS STOCK EXCHANGE.

It was in the second half of the 80s, when a number of stock brokers met every day on the floor of the Merchants Exchange for the transaction of business. The mining craze prevailing in those years in our city — principally caused by the phenomenal result of the Granite Mountain Mine — kept the brokers unusually busy in that period, and there were sometimes very lively scenes witnessed by the bystanders, from the grain pit and the pork corner. The accommodation enjoyed in that way was a very meager one and the desire for a change of base on the part of the brokers was natural, but circumstances were not favorable, business became less active and regular meetings were discontinued until 1896, in which year the St. Louis Bond & Stock Brokers Association was formed, whose members again met at a certain hour on the floor of the Merchants Exchange. This Association had during the first year the following officers: H. H. Wernse, President; Chas. Hodgeman, Vice-President; A. D. Grant, Secretary, and B. C. Jinkins, Treasurer. The directors were: A. H. Bauer, J. H. Blessing, Wm. C. Little, Ben. Altheimer and M. Kotany. H. H. Wernse remained its President during three consecutive terms. The St. Louis Stock Exchange, an offspring of the Association, was organized in August, 1899. Geo. L. Edwards was its first President; M. Kotany, Vice-President; G. Lacey Crawford, Secretary, and B. C. Jinkins, Treasurer; with H. H. Wernse, E. W. Rawlings, A. H. Bauer, Chas. Hodgeman and

C. R. Drummond as directors. The office of President was held by M. Kotany from 1900 to 1901, by J. H. Dieckman from 1901 to 1902, and A. H. Bauer was elected for 1902 to 1903. The other officers for this term are: H. B. Collins, Vice-President, B. C. Jinkins, Treasurer; A. D. Grant, Secretary, and H. S. Rein, Assistant Secretary. They constitute the Governing Committee, of which H. S. Rein is Chairman. The present Board of Directors is composed of the following gentlemen: J. H. Dieckman, M. Kotany, E. W. Rawlings, G. H. Walker, R. Singer, Wm. C. Little, J. D. P. Francis, J. P. Meyer and W. E. Orthwein. The meetings of the new organization were first held at 214 North Fourth street and afterwards in the Continental National Bank Building till November the first, 1900, when the removal to the Stock Exchange Building, erected by the C. G. Stifel Estate on the east side of Fourth, between Olive and Locust streets took place, which affords all desirable accommodations to the Brokers' fraternity.

ALTHEIMER & RAWLINGS INVESTMENT CO.

Bell Main 1850. Kinloch B505.

Mr. Ben Altheimer, the senior partner and President of this firm, began operations as a financial broker in 1889 and so great was his success in this field, that the constant extension of business caused the forming of the corporation bearing the above name. The Altheimer & Rawlings Investment Company was incorporated in 1899 by Ben Altheimer, Edward W. Rawlings and Herman C. Stifel. The officers of the company are: Ben Altheimer, President; Edward W. Rawlings, Vice-President; H. C. Stifel, Treasurer, and Frank Obernier, Secretary. The firm deals in high grade investment securities and dividend paying stocks, buys and sells stocks and bonds for customers' account and has frequently placed whole emissions of bonds on the market. They are known for the careful handling of all orders entrusted to them, for reliability and promptness in all their transactions; they have the confidence of a large and continually increasing patronage, including many of our largest capitalists, who deal exclusively with this firm. Mr. Altheimer had been

engaged for many years in the wholesale business before he entered the realm of finance. Mr. Rawlings was identified with the branch from boyhood, having been connected with the firm of Whitaker & Hodgeman during a long period; Mr. Stifel held a responsible and important position with the N. O. Nelson Manufacturing Co. for years and years, was afterwards the President of the American Tripolis Co., and all these gentlemen give their time, ability and attention to their business duties. The firm has an extensive local trade, a very large number of clients in the Western and Southern States, especially in Missouri and Illinois and also in the East. The office was for years in the Mississippi Valley Trust Company's Building and is now at Nos. 215 and 217 North Fourth street in the Laclede Building and therefore in the center of what may by right be called the Wall street of St Louis.

M. KOTANY,
STOCKS AND BONDS,
409 Olive Street,
Continental National Bank Building,
ST. LOUIS.

Bell Main 1260.

Kinloch A30.

KOHN AND COMPANY.

Bell Main 2444. Kinloch A3.

This firm is for more than a quarter of a century in existence, having been established in 1874 by David Kohn, Wm. M. Kohn and Ed. Popper, for the transaction of a general stock and bond broker business. They were, for many years, located on Third street, between Olive and Locust, directly in front of the Exchange Bank, but when most of the banks moved to Fourth street, making this thoroughfare the Wall street of St. Louis, Messrs. Kohn and Co. followed suit, and went into the then just completed Security Building, in which they occupy commodious office rooms on the first floor, fronting on Fourth street. A branch of the firm was, for many years, kept in New York and managed by Mr. David Kohn, whose retirement from active business caused the closing of the New York office. The St. Louis house stood under the direction of Mr. Wm. M. Kohn until his death, which occurred on the 31st of May, 1900, since which time Mr. I. M. Simon and Mr. Richard Singer are the owners, the latter gentleman having been a partner in the firm for many years previous. The house devotes itself to the buying and selling of Government, State, County and City bonds—they have repeatedly taken entire emissions of St. Louis municipal bonds—of railroad and other securities, and to the execution of orders for the purchase or sale of stocks and bonds, giving careful attention to everything entrusted to them. The firm is known for its reliability and enjoys a well-deserved reputation. Mr. Richard Singer, who represents the firm on the floor of the Stock Exchange, is a native of this city, and had a long experience in the branch, having grown up in it from boyhood. The firm is a member of the St. Louis Merchants and Stock Exchange and also of the Chicago Board of Trade and the New York Stock Exchange.

WM. C. LITTLE & BRO. INVESTMENT CO.

(211 and 213 North Fourth Street.)

Phones Kinloch A1516.^o Bell Main 1889.

The Wm. C. Little & Brother Investment Company is the successful evolution of several brokerage firms, all of which were organized and conducted by Mr. Wm. C. Little, the President of the present company. He was born in the Shenandoah Valley, Virginia, and came to St. Louis when ten years of age. After passing through our public schools he entered the service of the Clark Brothers' banking house, of which his uncle, Mr. Edward Chase (afterwards manager of the Clearing House) was the managing partner. Mr. Little's experience in the financial field was further developed by his becoming teller in the Traders Bank, then as Assistant Cashier of the Continental Bank, which position he resigned in 1876 in order to become a member of the stock and bond broker's firm of P. F. Keleher & Co., but withdrew from it in 1880, in which year he established the brokerage firm of Wm. C. Little & Co. Four years later this firm was wound up, whereupon Mr. Little became a partner of the firm of Kelley & Little, New York, in which capacity he was for several years an active member on the floor of the Stock Exchange. Returning to our city in October, 1886, he re-established the firm of Wm. C. Little & Co., which in 1889 was succeeded by Wm. C. Little, Scott & Co. Mr. Scott retired at the end of 1893 on account of ill-health, whereupon the Wm. C. Little & Bro. Investment Co. was organized. During all these years Mr. Little had remained on North Third street, but joined in 1893 the westward march of our financial institutions by a removal to Fourth and Olive streets. For a time thereafter the style of the firm was changed to the Little & Hays Investment Co., but Mr. Hays retiring, the name was changed to the Wm. C. Little & Bro. Investment Co., as now conducted, with Wm. C. Little, President; H. J. Little, Vice-President, and Alden H. Little, Secretary. The company does a general stock and bond brokerage business, and is well equipped with facilities for all kinds of financial transactions. Their principal business is the handling of whole issues of municipal and

corporation bonds, which are bought by them outright after careful examination, and then resold to their clients. They also have a very complete private wire system, giving them quick and reliable intercourse with the various exchanges in other cities, and also have an extensive department for trading in local stocks and bonds. The house is known for its promptness and reliability, and possesses ample means, its paid-up capital stock amounting to 100,000, with a surplus of 40,000 dollars.

MORRIS GLASER,
DEALER IN
COMMERCIAL PAPER,
STOCKS AND BONDS.

LACLEDE BUILDING,
COR. FOURTH AND OLIVE,
Bell Main 3079.

ST. LOUIS.

Kinloch A1794.

WHITAKER & CO.,
SUCCESSORS TO WHITAKER & HODGMAN.
Bell Main 1456.

No other Western brokerage firm is so well known in the financial centers of the country, especially in New York, Boston and Chicago, as that of Whitaker & Company, of this city, which may justly be called the offspring and successor of Edwards, Mathews

& Co., a prominent financial and real estate firm, consisting of Albert J. Edwards, for many years at the head of the U. S. Sub-Treasury in St. Louis, Leonard Mathews and Edwards Whitaker, who had been taken into partnership in 1872, after resigning his position as chief clerk in the Sub-Treasury. General Edwards retired in 1874 into private life whereupon the firm changed to Mathews & Whitaker and remained so until the withdrawal of Mr. Mathews, which took place in 1889, when Mr. Whitaker associated with himself the confidential clerk of the firm, Mr. Chas. B. Hodgman, under the firm name of Whitaker & Hodgman. If the expression is permissible we will say that these two gentlemen formed a very strong team, as they possessed, aside from more than ample means, a thorough knowledge in financial matters, a long experience through the management of a very extensive and manifold business, comprising the purchase and sale of bonds and stocks for customers' account, the buying and selling of investment securities and the negotiating of loans for cities, counties, railroad, gas and street railway companies, real estate and industrial syndicates. Some of the most important and largest transactions of this character were carried out with remarkable success by the firm. The death of Mr. Hodgman occurred in 1899, whereupon Mr. Whitaker took Mr. H. B. Collins, for many years connected with the firm, into partnership, changing the name to Whitaker & Company. Mr. Whitaker is acknowledged one of the best financiers, a man of far-reaching business ability; this is sufficiently proven not only by his own and his firm's success but also by the various positions of trust and importance to which he has been elected in course of time. The office of the firm occupies the ground floor of two adjoining buildings on the northeast corner of Fourth and Olive streets, opposite the Fourth National, Merchants-Laclede and Continental National banks.

CHAS. H. WYMAN & CO. CUSTOM HOUSE BROKERS
CORPORATION.

Bell Main 1780M. Kinloch A91.

The services of the Custom House Broker are in greater demand from year to year not only on account of the constant

growth of the import trade, but still more in view of the fact, that the tariff regulations become more and more complicated, that their interpretation by Custom House officials is by no means uniform and often erroneous and unjust to the importer, whose interests are therefore best guarded by the experienced Custom House Broker. The latter business is of a peculiar character; it requires a complete knowledge of everything in connection with the importation of merchandise from foreign countries, an uninterrupted study of and a perfect familiarity with the tariff, its rules, changes and modifications. The Custom House Broker is the watchful protector of the merchant as well as the private individual, who has to pay an import duty to the government and he relieves these parties from all care and not seldom very troublesome details in the transactions with the Custom House. Our commercial community has the good fortune to have in its midst an excellent representative of this particular branch of business in the Chas. H. Wyman & Co. Custom House Brokers Corporation. Mr. Chas. H. Wyman began operations in 1872 and the present firm was incorporated in 1892, the owners being Chas. H. Wyman, Frederick G. Hollman, E. B. Wyman and James Richardson, who form the Board of Directors, with Chas. H. Wyman as President and General Manager, and Frederick G. Hollman as Vice-President and Acting Secretary. The object and purpose of the corporation comprise all transactions pertaining to the import trade, the appraising of imported goods, the protection of the importer in reference to carriers, underwriters and custom officials, and especially the defense against illegal exactions. The corporation not only attends to the needs of the merchants of St. Louis, but acts as distributing agent for merchants in other cities of America, as well as for foreign merchants and manufacturers—giving care and attention to both large and small consignments. It attends to the collection of accounts when requested and generally acts as the agent of importers or shippers in their transactions with carriers and with the customs. It also acts as drawback agent in the recovery of duties paid but which under the law are returned to manufacturers when the imported product is manufactured and exported in a regenerated condition. This is a growing department in the company's business. It has always been Mr. Wyman's

aim to make commercial intercourse between his native city and the market centers of the old world both easy and profitable, to which end he established offices abroad for the special conduct of the business, and these offices are operated without cost to the patrons of the firm, who embrace three-fourths of the importers of St. Louis. The work of the company requires, aside from the above mentioned knowledge, a thorough familiarity with the money and wages of foreign countries, insurance, marine and railroad laws. Mr. Chas. H. Wyman is the second son of the late Prof. Edward Wyman, L.L.D., an educator of prominence in the West from 1839 to 1888. He was born in this city in 1845 and in 1867 was appointed to a clerkship in the St. Louis Custom House by Hon. E. W. Fox, who was the father of the direct import law under which interior ports in the United States were made available as ports of entry. Mr. Wyman materially assisted in the preparation of the details of that act, the operations of which have been his particular study ever since. In 1872 he resigned from the service, and founded the present business. The company occupies spacious offices in the Columbia Building, 318 North Eighth street, directly opposite the Custom House.

JOSEPH GLASER.

CARL S. GLASER.

JOSEPH GLASER & SON,

MEMBERS OF THE NEW YORK STOCK EXCHANGE.

STOCKS, BONDS & LOCAL SECURITIES.

317 OLIVE ST., ST. LOUIS.

Bell Main 1110.

Kinloch A385.

FINANCIAL INSTITUTIONS.

The financial institutions of to-day comprise banks and trust companies. St. Louis has at present twenty of the former and eleven of the latter. In the second half of the sixties there were as many as thirty banks in the city, but a salubrious purification set in and reduced their number in course of time. The first bank established here was called the Bank of St. Louis. It was organized in 1816 and followed by another, the Bank of Missouri, in 1817, but both were rather short-lived, the first existing only three, and the second only nine years. A branch of the United States Bank of Philadelphia was opened here in 1829, but when President Jackson vetoed the extension of the charter of the parent bank, in 1832, the existence of the St. Louis branch was of course at an end. The founding of the Bank of the State of Missouri, located here, took place in 1837 and proved very valuable to the commercial community, facilitating business transactions in the most desirable manner; it had a capital of five million dollars, part of which furnished by the State, for which it held an interest in the proceeds. The charter expired in 1867, and was not renewed; many similar institutions, and especially several National Banks having been established in the mean time. In addition to these banks and trust companies there is a safe deposit and savings bank in operation, making a total of thirty-two financial institutions. Nearly one-half of the banks have been in existence for almost forty years, one even more than fifty, and every one of them has withstood stormy times and financial panics, to which numerous money institutions of other great cities had to succumb. The proverbial conservatism of our merchants and capitalists is still adhered to by our financiers in the management of our banks and trust companies, with enviable results to shareholders as well as depositors. It is a source of great and justified pride, in what unexcelled measure all these institutions flourished and in which high reputation they are held all over the country. The city may therefore well be proud of this fact and point to it with unlimited satisfaction and without the least fear of contradiction.

AMERICAN EXCHANGE BANK.

Bell Main 1820. Kinloch B1086.

The American Exchange Bank emanated from the Union Savings Association, one of our oldest financial institutions, having been organized as early as 1864 with Thomas S. Rutherford as President and Thomas E. Souper as Cashier. The Union Savings had its office during many years on the northeast corner of Main and Walnut streets, in the old Merchants Exchange Block, which, at that time, contained two other banks, the German and the Franklin Savings Institutions. The Union Savings Association, like other banks, removed in course of time from Main to North Third street, between Olive and Locust, where it remained until the reorganization took place, by which its name was changed to that of the American Exchange Bank. This was in January, 1888, since which time the history of the institution has been one of uninterrupted success. It occupied for nearly twelve years the northeast corner of Third and Pine streets (the Gay Building), but has, since two years, its very spacious and well-appointed office in its own home, formerly belonging to the St. Louis National Bank, and purchased by the American Exchange Bank in 1899. This building stands on the west side of Broadway, between Pine and Olive streets, and was especially designed and erected for the purpose which it serves and for which it is particularly adapted in point of safety and the utmost security which strong walls, aside from the vaults in the interior, afford. The management of the institution, conservative as it always has been, is at the same time one of progressive and liberal principles, the result of which has been a constant growth of its business, the number of its patrons and depositors, showing a remarkable extension from year to year. Its paid-up capital amounts at present to half a million dollars, with a surplus of another half a million. The board of directors consists of the following well-known gentlemen: Paul Brown, A. H. Duncan, Geo. A. Meyer, Sam. M. Kennard, A. T. Kelley, H. F. Lagenberg, J. B. C. Lucas, Jas. Y. Lockwood, F. R. Rice, Walker Hill, Ephron Catlin, H. B. Spencer and L. A. Battaille. The

officers are: Walker Hill, President; Ephron Catlin, Vice-President; L. A. Battaile, Cashier, and Emison Chanslor, Assistant Cashier. Mr. Walker Hill is known as one of our most able financiers, a man of great experience and foresight, highly appreciated in financial circles, as best proven by the fact that he has frequently been requested to read papers before the American Bankers' Association, which body honored him a few years ago by his election as its President.

BOATMEN'S BANK.

Bell Main 1722.

The Historical Encyclopedia of St. Louis contains the following, written by the Cashier, Wm. H. Thomson, in reference to this bank: The Boatmen's Bank was established in 1847 as the Boatmen's Savings Institution, without capital, the profits to be divided among the depositors. In 1856 it took its second charter with a capital of \$400,000. In 1873 it took the name of Boatmen's Savings Bank and in 1890 its present name. Its officials are: Rufus J. Lackland, President; Edwards Whitaker, Vice-President; William Thomson, Cashier; Jules Desloge and Ernest M. Hubbard, Assistant Cashiers. The bank removed in 1891 from its old location on Second and Pine streets to its own building on the northwest corner of Fourth street and Washington avenue.

CONTINENTAL NATIONAL BANK OF ST. LOUIS.

Bell Main 1825. Kinloch A36.

The history of this bank is one of continued great success. It was originally organized under a State charter as the National Loan Bank, incorporated in 1866. Two or three years later the Comptroller of the Currency demanded a change of its name, as it conflicted with names of banks organized under the National Bank law, whereupon the name of Continental Bank was adopted. On July the 1st, 1880, its capital amounted to 100,000, its surplus 11,000 and the deposits 405,900 dollars. Its first President was Mr. T. B. Edgar, who acted as such offi-

cer from its organization till July, 1880, when he resigned ; from that time on the business and financial condition of the whole country showed great prosperity, and as a consequence this bank, four years later, had a capital of 200,000 dollars ; 100,000 dollars of its increase came from the earnings of the previous four years, with a surplus of 20,000 and 1,931,000 dollars deposits. Five years later the capital still remained as before, the surplus had grown to 136,700 and the deposits to 3,434,000. A proposition made at that time to increase the capital stock to two millions resulted in a reorganization under the National Bank act, the increase being approved by the stockholders. The institution began operation as a national bank in 1889. In consequence of the depression caused by the panic in 1893, it was deemed best to reduce the capital to one million, to which proposition the stockholders consented and the amount of the reduction, one million dollars, was paid to them. Since that time uninterrupted success has made this bank one of the strongest financial institutions of our city. Mr. Geo. A. Baker, who had been identified with the bank for twenty-three years and during a long time its President, died February 2, 1902. Mr. F. E. Marshall, for many years the cashier of the bank, was elected his successor. The officers are as follows: F. E. Marshall, President ; Jos. M. Hayes, Vice-President ; Geo. W. Parker, Second Vice-President ; J. A. Lewis, Cashier ; and G. N. Hitchcock, Assistant Cashier. Directors are : Geo. W. Parker, L. B. Tebbetts, B. Eisemau, M. M. Buck, Jos. M. Hayes, C. H. Spencer, Wm. J. Orthwein, H. S. Priest, A. H. Bauer, Alexander Douglas and F. E. Marshall. The bank has a capital of one million, a surplus and undivided profits amounting to half a million dollars and is a United States and City of St. Louis depository.

FOURTH NATIONAL BANK.

Bell Main 953. Kinloch A1725.

The Fourth National Bank is one of the strongest financial institutions of our city and known as such not only in all the Western and Southwestern States, but also in the business and money centers of our own as well as the European continent.

It is also one of the oldest St. Louis banks, having been organized in 1864 under the Act of Congress, by which the national banks were created. The incorporators were: Joseph J. Mersmann, J. C. H. D. Block, F. E. Schmieding, Francis Cornet, Christ Peper, Casper Stolle, C. L. Buschmann and J. H. Kaiser. These gentlemen composed the first Board of Directors with Jos. J. Mersmann as President, F. W. Biebinger as Cashier and G. A. W. Augst as Assistant Cashier. The failing of his eyesight compelled Mr. Mersmann to resign during the first year, whereupon Mr. Block became the President, which position he held up to the time of his death (December 20, 1891), when Mr. Biebinger was elected his successor. Having been the Cashier of the institution from the day of its organization and chiefly instrumental in making it what it is, his promotion was only a well deserved recognition of his ability as a financier and manager. He held the office of President from 1891 till 1901, in which latter year the failing of his health compelled him to resign. Mr. H. A. Forman, who had been Vice-President of the bank for some time previous, succeeded him and the continued remarkable success of the institution is the best evidence of his sagacity and able management. Mr. Forman was for a number of years a national bank examiner and at one time cashier of the Continental National Bank of St. Louis, after holding the position of Vice-President in the Second National Bank of Cincinnati, Ohio. The Fourth National Bank was originally located at the northwest corner of Washington avenue and Third street, where it remained until 1873, in which year a removal to the northeast corner of Fourth street and Washington avenue took place. There are at present not less than ten banks on Fourth street, but at that time only one had preceded the Fourth National in this great thoroughfare, which has since developed into the Wall street of St. Louis. The constant growth of its business made larger quarters necessary and this led to the erection of the Rialto Building at the southeast corner of Fourth and Olive streets, in 1893, since which year the bank occupies the spacious office fronting on both streets. The prominence of the institution is in keeping with the interior arrangements of its home, the vaults expressly

built for its use contain fire and burglar proof safes, which alone caused an expense of 17,000 dollars, and which are unsurpassed in regard to the security of its contents. The number of depositors has permanently been on the increase from year to year, some of our largest mercantile and manufacturing firms being among them. The Fourth National has a capital of one million dollars and a surplus of another million; it has correspondents in every part of the United States, and issues drafts and letters of credit payable in all civilized countries. The foreign department forms, in fact, a special feature and includes the execution of all orders for the purchase and sale of European securities, the collection of accounts, inheritances, etc. The bank represents, since many years, the North German Lloyd Steamship Line, and issues tickets to and from Europe via New York or Baltimore. The foreign and ocean passage department is managed by Mr. Ferdinand Diehm, who is also counsel for Austria and Hungary. The officers of the Fourth National are: H. A. Forman, President; Edward A. Faust, Vice-President; David Sommers, Second Vice-President; G. A. W. Augst, Cashier, and Van L. Runyan, Assistant Cashier. Mr. Augst has been Assistant Cashier from 1864 to 1891 and Cashier since then. The following gentlemen constitute the Board of Directors: Messrs. H. A. Forman, L. A. Browning, G. A. W. Augst, Van L. Runyan, August Goerts, C. A. Caldwell, Forrest Ferguson, E. A. Faust, Ferdinand Diehm, Z. W. Tinker, G. W. Lewis and David Sommers.

FRANKLIN BANK.

Bell Main 1813. Kinloch B625.

The Franklin Bank, southeast corner of Fourth and Morgan streets, was originally known as the Franklin Avenue German Savings Institution, under which name it received its charter in 1867, the incorporators being Hy. Meier, Adolphus Wippern, John B. Woestman, Hy. S. Platt, Adolph Moll, Jas. H. Forbes and others. It was organized with a paid-up capital of only 60,000 dollars and the best proof of the great prosperity of the institution lies in the fact that it now possesses a paid-up capital of 600,-

000 with a surplus of 200,000 dollars. The constant growth of its business demanded larger quarters and caused a removal from the northwest corner of Sixth street and Franklin avenue to its present location, which the bank has occupied for many years and where its business and the number of its depositors, among whom are some of the most prominent mercantile and manufacturing firms of our city, have become larger from year to year. This is chiefly due to the excellent management, and the liberal dealing for which the Franklin Bank is known, but to all this comes the advantage of its location in the center of a very extensive wholesale and retail business district. The officers of the institution are G. W. Garrels, President; J. B. Woestman, Vice-President; Louis Schmidt, cashier, and Louis Kraemer, Assistant Cashier. Mr. Garrels is acknowledged to be one of the best financiers in the city, a man of great executive ability, circumspection and precaution; he had been the cashier of the bank since its organization and was elected to his present office after the death of Mr. Henry Meier, who for many years had been the President. Mr. Schmidt, the Cashier, has held the same position in the International Bank and the United States Savings Association. The Board of Directors consists of the following well-known business men and capitalists, most of whom have been re-elected from year to year: Robert M. Forbes, G. W. Garrels, Henry Kaiser, Henry Meier, Jr., Paul Moll, Wm. F. Reipschlaeger, Geo. T. Riddle, Geo. A. Wippern and John B. Woestman. The Franklin Bank is justly considered one of our most solid financial institutions and enjoys the fullest confidence of the community. The building occupied by the bank is its own property and a very valuable piece of real estate; the ground floor is exclusively used for the bank office; the upper stories contain among other offices those of the Franklin Insurance Company, of which we speak in the appropriate chapter.

GERMAN-AMERICAN BANK.

Bell Main 987. Kinloch B655.

The German-American Bank was organized in November, 1872, under the laws of the State of Missouri, and commenced opera-

tions on December 2d, of the same year. Its capital stock at the time of the incorporation was \$150,000, of which only \$25,000 was paid in. The first Board of Directors consisted of Messrs. Hugh Brennan, F. Fienup, H. L. Fox, Aug. Gehner, Benj. F. Horn, Martin Lammert, John J. Menges, G. Meysenburg, Wm. Niemann, George Tinker, Wm. Trauernicht, Balthaser Weber, and Ernst Witte, with the following officers: John J. Menges, President; Martin Lammert, Vice-President, and Emil A. Meysenburg, Cashier. The present capital amounts to \$250,000, divided into shares of \$100 each. The annual report, dated December 31, 1901, shows the following figures: Surplus, \$850,000; cash on hand and due from banks, \$1,521,000; demand deposits, \$2,488,000; time deposits, \$1,765,000; call loans, \$598,000; time loans, \$2,631,000. The annual cash dividends, paid by this bank since many years, are twenty dollars per share, and it is therefore only natural that its shares are never in the market and very seldom change hands, being considered a most profitable and safe investment. This phenomenal success is due to excellent financing and wise management on the part of its officers and directors, but at the same time to the character of its clients. The following gentlemen constitute the present Board of Directors: Messrs. Louis Brinckwirth, Thomas Ferrenbach, August Gehner, Henry Hiemenz, Jr., Martin Lammert, Gustav W. Niemann, Wm. F. Nolker, Wm. Pickel and Casper Stolle, all well-known business men of the highest integrity, and prominent representatives of our commercial and industrial community. Mr. August Gehner, the President, holds this position since 1875; Mr. Wm. F. Nolker succeeded Mr. Lammert some years ago as Vice-President; Mr. Chas. E. Kircher is its efficient Cashier since 1884, and Mr. L. F. Placke, who has been connected with the bank since the day of its organization, is the Assistant Cashier since 1891. The institution was originally located at the northeast corner of Tenth street and Franklin avenue, but was one of the first banks which came to Fourth street, erecting its own building on the southwest corner of this street and Franklin avenue, and thereby forming one of the numerous financial institutions which have made Fourth street the Wall street of St. Louis.

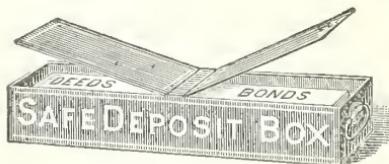
GERMAN SAVINGS INSTITUTION.

Bell Main 1269. Kinloch B516.

The year 1903 will not only commemorate the Louisiana Purchase of 1803, but also the Fiftieth Anniversary of the German Savings Institution, one of the oldest of our banks, having been organized in 1853. The founders and first directors were Wm. Palm, Louis C. Hirschberg, C. R. Stinde, Wayman Crow, Edward Eggers, Felix Coste, Franz Saler and Robert Barth, who was its President until 1875, in which year Mr. F. W. Meister succeeded him; this gentleman occupied the position up to the time of his death in October, 1898, whereupon the Vice-President, Mr. John Wahl, was elected to fill his place. The first Cashier was Isaak Rosenfeld, Jr., afterwards in the same capacity with the State Savings Association; his successor was the late Chas. Enslin, who became in course of time Cashier of the Buildings and Savings Institution and of the Bank of Commerce. Mr. Richard Hospes, who had entered the employ of the bank when a mere youth and had been promoted from one position to the other, was appointed Cashier in 1864 and has managed the institution ever since. The German Savings, by which abbreviation it is generally known, began operations with a capital of 60,000 dollars, of which only 5,000 were paid in originally, and its phenomenal growth is best evidenced by the fact that in 1902 its capital amounted to 250,000, the surplus and undivided profits to 500,000 dollars. The first office was on the east side of Main, between Pine and Olive streets, was in 1857 removed to the southeast corner of Main and Market streets, where the institution had erected its own building and where it remained until 1876, when a removal took place into the Merchants Exchange Building, but as Fourth street became more and more the home of the financial institutions, the German Savings followed suit and secured the magnificent office in the new Planters Hotel, which it occupies since the completion of this building in 1894. The great success of the German Savings Institution is the result of the conservative principles, laid down by its founders and invariably adhered to up to the present day; its solidity and the

precaution and foresight has won for it the unlimited confidence of its depositors and of all who transact business with this old bank. It is but natural that during the long period of its existence changes in the Board of Directors had to occur, but there were comparatively few, which is another proof of its conservatism. The following gentlemen, all well known in our business community, are at present and most of them since many years, the Directors of the Institution: Louis Fusz, Richard Hospes, Wm. Koenig, Wm. J. Lemp, Otto F. Meister, August Nedderhut, Chas. A. Stockstrom, Wm. C. Uhri and John Wahl. John Wahl is its President, Wm. Koenig the Vice-President, R. Hospes, Cashier, Herman Hunicke, Assistant Cashier, who, like Mr. Hospes, has been identified with the bank for more than forty years.

YOU CARRY THE KEY
WE DO THE REST,



For the Security of your
STOCKS, BONDS
And
INSURANCE POLICIES

And Guarantee Absolute Protection
Against Loss From

BURGLARS, THIEVES AND FIRES
IN THE STEEL VAULTS OF THE

St. Louis Safe Deposit & Savings Bank

No. 513 Locust Street, St. Louis.

INTERNATIONAL BANK OF ST. LOUIS.

Bell Main 2276. Kinloch A594.

This bank emanates from the banking house of Wm. C. Lange, established by him in 1862 after his retirement from the old firm of Lange and Sennewald, wholesale and retail druggists. The International Bank was organized in 1865 by Isidor Bush, F. S. Behrens, Wm. C. Lange, August Leisse and C. T. Uhlman. It was first located on Locust and Market, afterwards on Fifth and Market, and occupies since many years the first floor of the building at the southeast corner of Chestnut and Fourth streets, purchased by the bank in 1888. A reorganization of the institution was effected in 1885 by Wm. C. Lange, Louis Gottschalk, G. J. Helmerichs, A. W. Straub, Chas. F. Hermann, A. C. Stifel, and John P. Heinrich, under the laws of the State of Missouri. Mr. Wm. C. Lange was the President from the first day of its existence until the time of his death (1886) whereupon Mr. A. W. Straub succeeded him, and when he died (May. 1898) Mr. Christopher Winkelmeyer was elected in his place. Mr. Adolph Herthel, who in former years had been a teller in the German Savings Institution and the Union Savings Bank, was, 1879, appointed Cashier of the institution, whose development and remarkable success was in a great measure due to his activity and able management; he held his position for twenty-one years, resigning in January, 1900, to take a much needed rest from the long and arduous performance of his responsible duties. The International Bank had at the time of its reorganization a paid-up capital of 100,000 dollars. Its present capital and surplus amounts to nearly 300,000. It does a general banking business and makes a specialty in issuing drafts on all parts of Europe, buying and selling foreign securities and making collections in Germany, Austria and Switzerland. The number of its depositors has constantly grown and so has the value of its shares. The Board of Directors consists at present of Messrs. Otto Cramer, Edw. Devoy, William Herzog, J. H. Aug. Meyer, John Weisert, Christopher Winkelmeyer, Julius L. Winkelmeyer and J. Sibley White. The officers are: Christopher Winkelmeyer, President; J. H. Aug.

Meyer, Vice-President; William Herzog, Second Vice-President; Geo. A. Held, Cashier, and Chas. Seibert, Assistant Cashier.

JEFFERSON BANK.

Bell Main 604. Kinloch D1332.

The Jefferson Bank, whose large and handsome office on the northwest corner of Jefferson and Franklin avenues, commenced operations on the 20th of July, 1892. Its incorporators were: James M. Carpenter, J. B. Conrad, H. Wood, L. J. W. Wall, W. E. Berger and R. B. Bullock. The present Board of Directors consists of the following well-known business men: James M. Carpenter, Henry Wood, W. E. Berger, R. B. Bullock, J. F. Conrad, W. H. Steele, L. J. W. Wall, Fred Deibel, and C. F. Blanke. The officers are: H. Wood, President; R. B. Bullock, Vice-President, and W. E. Berger, Cashier, which latter gentleman had occupied a similar position in the Citizens Bank for many years, and who became the Cashier of the Jefferson Bank soon after its organization. The conservative ideas prevailing among the Directors have always been strictly adhered to in the conduct of the bank's business and form the basis of its success. Located in a district abounding with factories and stores and very far from all other banks in the city, the number of its depositors are naturally very large, and the way and manner in which its customers are treated is another source of its extensive and constantly growing patronage. The paid-up capital of 100,000 dollars with which it went into business has doubled by accumulated surplus, and its cautious management warrants continued additions in the future. Like our other solid financial institutions, this, too, withstood the panic of 1893 in spite of its short existence at that time, and also the terrible ordeal of 1896 when the whole country, and especially the financial world, was entirely upset by the gold and silver question — facts which make any additional word of praise in regard to the safety of this bank superfluous.

LAFAYETTE BANK.

Bell Tyler 365. Kinloch B398.

There was no bank in the southern part of the city before 1856, in which year the First Ward Savings Institution was organized. To show the great contrast between then and now, when the interior of our banks is a marvel of elegance and comfort, we will describe with a few words how the office of the aforesaid bank looked. It was a small, dingy store, on the corner of Carondelet and Russell avenues, and the entire office furniture had been purchased for \$87.65, an amount nowadays hardly sufficient to buy the writing-desk for the president or Cashier. Thomas Allen was its President, and R. J. Rombauer the Cashier. The modest outfit was kept after the removal to the west side of Carondelet avenue between Barry street and Park avenue, and only exchanged for something better after the office was transferred to the triangular building now owned and occupied by the Lafayette Bank. The latter was founded in 1870, and was for four years located at the southwest corner of Carondelet avenue and Carroll street, whereupon it was consolidated with the Carondelet Avenue Bank, an institution organized in 1870 with John Paul as President and Fred. Leser as Cashier. Michael Helmbacher was the first President of the Lafayette Bank, and Wm. Kossack its Cashier. It has a capital stock of \$100,000, and just received a new charter for fifty years. This bank has proved a very reliable auxiliary to the trade and commerce of the southern portion of the city, and is a great convenience to the inhabitants of that district in general. It is conducted on a strict conservative basis. Fred Arendes, the well-known merchant tailor and one of the most prominent citizens of South St. Louis, was elected President of the bank in 1872, and held that position for twenty-eight years, till the time of his death on the last day of the year 1898. His administration was signified by continued progress and very successful results, and it can truthfully be said, that it is one of the safest money institutions in the city. Mr. Peter J. Doerr, the Cashier, has been connected with the Lafayette Bank for over a quarter of a century and is one of the most experienced

bank officials in the city, a very careful manager, well liked by the patrons of the bank and held in high esteem by his numerous friends.

THE MECHANICS NATIONAL BANK.

Bell Main 1004. Kinloch B1022.

It was in 1857, the year of a financial and business crisis which swept over the whole country, when the Mechanics Bank commenced its operation, but neither that nor any other panic in later years proved in the least detrimental to this staunch institution, which since many years stands in the front rank among the financial corporations of the United States. It was organized under the laws of the State of Missouri with Joseph Charless as its first President and J. W. Mills as Cashier. North Second and North Third street formed at the time the financial center of St. Louis, where all our banks and banking houses were congregated, and the Mechanics Bank occupied for almost thirty years the southwest corner of Second and Pine streets, till it followed in 1885 the westward march of various other banks by a removal to its present location, the southeast corner of Fourth and Pine. The continued growth of its business has been and is due to its conservative but at the same time liberal management, the strictness, precaution and ability, with which its affairs are conducted, and last, but not least, to the character and standing of its officials and directors, whose names in themselves have at all times been a guaranty for the validity of the bank and the safety of its depositors. The Mechanics National Bank does a general banking business and enjoys the patronage of some of the largest corporations, mercantile and manufacturing firms, and innumerable private individuals; it grants discounts and loans, gives its customers all reasonable accommodations; issues drafts and makes collections in every part of the country, receives time deposits on interest and buys and sells exchange, having correspondence in all the commercial centers of the country. Aside from its cash capital of one million dollars it has a surplus fund of 500,000 dollars and its transactions become more extensive from year to year. The following prominent business men and

capitalists constitute the present Board of Directors: Chas. H. Ackert, R. R. Hutchinson, B. B. Graham, James Green, J. B. Desnoyers, James T. Drummond, R. M. Hubbard, D. K. Ferguson, Morris Glaser, H. J. Miller, Henry Nicolaus, Chas. H. Turner, Isaac Schwab, C. G. Knox, and W. J. Kinsella. The officers are: R. R. Hutchinson, President; D. K. Ferguson, Vice-President; B. B. Graham, Second Vice-President; C. A. Austin, Cashier, and Pope Sturgeon, Assistant Cashier. Mr. Hutchinson held first a responsible position in the Union (afterwards Union National) Bank and was for many years cashier of the Mechanic's Bank, till he succeeded Mr. Ferguson as its President; he is acknowledged to be one of the best financiers, a man of great executive ability, full of activity and energy, with manners which cannot fail to win and keep friends. Up to 1901 this intitution had operated under the laws of the State, but is now conducted as a National bank under the provisions of the National Bank Act.

THE MERCHANTS LACLEDE NATIONAL BANK OF
ST. LOUIS.

Bell Main 148. Kinloch A1512.

The bank which bears the above name was organized in 1895 by the uniting of the Merchants National and the Laclede Bank. The former had been founded in 1857 as a State bank with J. A. Brownlee as President and R. F. Barry as Cashier and had its office for many years at the northwest corner of Main and Locust street; in 1865 it was changed into a National bank with Wm. L. Ewing as President and James A. Yeatman as Cashier, who soon after became its President, holding this position until the amalgamation of the two banks. The Merchants National left its first location in 1870 and removed to the northwest corner of Third and Locust streets, where it remained till the completion of the Laclede building, in which it acquired very handsome quarters adjoining those of the Laclede Bank. The latter was established in 1872 as the offspring of the old banking house of Barthelow, Lewis & Co.; Thos. J. Barthelow was its first President and F. I. Iglehart the Cashier. This bank had its counting-room

in the Gay building, northeast corner Third and Pine, and remained there till the Laclede building was finished, whereupon the removal took place to its present commodious and well appointed office. The consolidation of the two banks added another powerful financial institution to those already in existence and formed another important factor for the advancement of our commercial and industrial interests. The business of the Merchants Laclede National has grown from year to year and is continually increasing. The bank has now and since the consolidation a paid-up capital of 1,400,000 and a surplus of 500,000 dollars. The officers are: Wm. H. Lee, President; D. R. Francis, Vice-President; A. L. Shapleigh, Second Vice-President; Geo. F. Hoffman, Cashier; R. T. Sturgeon, Assistant Cashier, and D. A. Phillips, Second Assistant Cashier. The Board of Directors consists of: Harrison J. Drummond, Henry C. Scott, Chas. A. Cox, Wm. H. Lee, E. E. Paramore, David Ranken, D. R. Francis, R. B. Dula, F. A. Drew, C. F. Gauss, L. D. Dozier, A. L. Shapleigh, Geo. H. Goddard, John J. O'Fallon, Chas. Clark, S. E. Hoffman, J. J. Wertheimer, C. R. Scudder and Geo. E. Hoffman.

THE NATIONAL BANK OF COMMERCE IN ST. LOUIS.

Bell Main 32, 2934, 2980, and 3005. Kinloch B845.

The statement that one of the richest and strongest banks in the whole country is located in St. Louis, may be new and surprising to many even in our own midst, but it is nevertheless an undisputable fact, and the financial institution which holds this exalted position, is The National Bank of Commerce. It is the offspring of the St. Louis Buildings and Savings Association, established in 1857 as a State bank, with Marshall Brotherton as President, R. M. Funkhouser (father of Dr. Robert M. Funkhouser) as Vice-President and P. A. Leduc as Cashier. Mr. Brotherton resigned before the end of the first year and Mr. Felix Coste, the father of the attorney, Paul F. Coste, who became his successor, held the position until January, 1874, when he was succeeded by Mr. C. B. Burnham, whose resignation (1883) was followed by the election of Mr. Wm. H. Thompson, the present

incumbent; the immediate predecessor of Mr. J. C. Van Blarcom, who has been the Cashier of the institution from 1877 to 1899, and is now its Vice-President, was Mr. Chas. Enslin, who served from 1864 till the time of his death (January, 1877), and to whose ability the success of the bank is in a great measure due. Mr. Van Blarcom's connection with the Bank of Commerce dates back to the year 1870, and covers therefore a period of over thirty years; he is considered one of the best financiers in the land and the results of his management proved this beyond a doubt. The name "Bank of Commerce" was adopted January the first, 1869, but changed for the present one on the 16th of December, 1889, on which day the institution was converted into a national bank. Its phenomenal career is best told by the following dates and figures: In 1864 the capital stock of \$200,000 had been raised to \$300,000, fully paid up; in 1866 it was resolved to create a surplus fund by preserving and accumulating the profits during the next five years, and in 1871 this method was made permanent, but the paying of dividends was resumed in 1879. The capital at that time amounted to \$300,000 and the surplus to \$800,000. In 1882 the authorized capital of \$500,000 was acquired by the sale of the remaining 2,000 shares at \$400 per share, which brought the surplus up to \$1,500,000. The capital was again increased on December 31, 1889, to \$3,000,000, with a reserve fund of \$350,000. Another increase, warranted by the constant growth of its business, took place in 1899 by the sale of 20,000 shares of stock at \$200 each, since which time the capital amounts to \$5,000,000, with surplus and undivided profits of \$3,000,000. The Board of Directors consists of the following gentlemen: James W. Bell, Geo. O. Carpenter, Nathan Cole, Samuel W. Dodd, W. T. Haarstick, John A. Holms, Thos. H. McKittrick, Jno. Nickerson, H. C. Pierce, E. C. Simmons, W. H. Thompson, J. C. Van Blarcom, and Chas. G. Warner. The officers are: Wm. H. Thompson, President; J. C. Van Blarcom, First, and Jno. Nickerson, Second Vice-President, B. F. Edwards, Cashier, and C. L. Merrill and W. B. Cowen, Assistant Cashiers. The office on the northeast corner of Broadway and Olive street was known as the handsomest of all our financial institutions, but will be surpassed by its future home in the new

Bank of Commerce Building on the southeast corner of these two great thoroughfares.

NORTHWESTERN SAVINGS BANK.

Bell Tyler 403. Kinloch A1524.

The Northwestern Savings Bank will soon be able to celebrate its thirtieth anniversary, having been founded and incorporated under the laws of the State of Missouri in 1873. The first officers were: Chas. J. Stifel, President; John H. Evers, Vice-President, and Peter Obernier, Cashier. The constant growth of North St. Louis, the uninterrupted addition of large manufacturing establishments, breweries, lumber and coal yards, furniture factories, planing mills, etc., of business firms of all kinds, made such a financial institution a necessity in that part of the city, and the organization of the Northwestern Savings Bank was therefore highly welcome as an important factor in trade and commerce. But it was also of great benefit to the thousands and thousands of thrifty mechanics, workmen and laborers living in that district, as it furnished them a safe place to deposit and accumulate their earnings and savings. There is perhaps no other financial institution in the city in which week after week so many small deposits are made by men, women, and even boys and girls, who bring part of their wages to the window of the receiving teller. The capital of the bank amounts at present to 200,000 dollars, the surplus and profits to 125,000, and its shares are in great demand, but seldom in the market and hardly ever change hands. After serving more than twenty years as President of the institution Mr. Stifel resigned, his various other interests demanding this step, whereupon Col. Arnold Beck became his successor and after the death of Vice-President Evers, Mr. Bernard Israel succeeded him and remained Vice-President until his death. Mr. August H. Hoffmann, one of the most enterprising and prominent business men of North St. Louis, was elected President in 1900, in which year Col. Beck died. The following gentlemen form the present Board of Directors: F. W. Bierbaum, Conrad Blumeyer, Aug. Fick, Felix Hoevel, August H. Hoffmann, Christ Oonk, H. Ratermann, Jacob B. Schorr, Fr. Steinkaemper, Otto F. Stifel

and Fred Westerbeck. The officers are: August H. Hoffmann, President; C. Blumeyer, Vice-President; Robt. A. Obernier, Cashier, and Jos. F. Obernier, Assistant Cashier — the two latter are the sons of the late Peter Obernier who served the bank as its faithful Cashier from the day of its organization up to the time of his death; they grew up in the bank under their father's direction almost from boyhood and are his worthy successors. Mr. Hoffmann devotes all his time and attention to the management of the bank, which is known as one of the most conservative financial institutions of our City. It has never changed its location and is still at the southeast corner of North Market and Fourteenth streets, where it began operations in 1873. The vaults and safes have recently received an extra protection by the introduction of Gould's Electric Burglar Alarm System as a safeguard against burglary.

SOUTHERN COMMERCIAL AND SAVINGS BANK.

Bell Carondelet 103M. Kinloch C239.

The extreme southern part of the city, up to 1870 called Carondelet, possesses in the Southern Commercial and Savings Bank, a financial institution which enjoys the confidence of business men and private parties by the conservative and prudent management of its affairs. It was organized in 1891, after two other Carondelet banks had gone out of existence, by the following incorporators: John Krauss, W. E. Huppert, F. W. Strat and Christ Krauss. Mr. John Krauss was its President up to the time of his death and the success of the institution was in a large measure brought on by his influence and exertions. The present Board of Directors consists of Messrs. Frank W. Feuerbacher, W. E. Huppert, John Beckert, Jr., P. Cummings, Fred Hoffmeister, Geo. Lay, W. M. Kinsey, August J. Lang and Fred Ulrich. The officers are: F. W. Feuerbacher, President; W. E. Huppert, Vice-President, and M. A. Kammerer, Cashier. The bank has a capital stock of one hundred thousand dollars, and a handsome surplus and is of decided value and importance to that part of the city. The office was first located at 7129, but is now at 7203 South Broadway, on the line of the Southern

Electric Street Railway, and in close proximity to the Bellefontaine Line, therefore easily accessible from a large territory.

SOUTH SIDE BANK OF ST. LOUIS.

Kinloch B721.

The South Side Bank of St. Louis was incorporated June 17, 1891, and began operations on the 13th day of the following month. The incorporators were: Messrs. Adolphus Busch, Wm. K. Bixby, Leopold Freund, Geo. J. Fritz, Joseph Kupferer, Chas. Nagel, Chas. Rebstock, Chas. C. Reuss and Louis Schlossstein. The organization of this bank was deemed necessary to fill a long-felt want in that particular part of our city, which from year to year develops into a manufacturing district of constantly growing dimensions, containing the largest breweries, cooperage and woodenware works, lumber firms, etc., aside from an industrious, thrifty class of wage-earners and a great number of tradesmen, to whom the institution furnishes all desirable facilities. The capital stock amounts to \$200,000 with an appropriate surplus fund. It has a large list of depositors, including business firms as well as private individuals, and forms a valuable factor for commerce and industry. The present Board of Directors consists of the following gentlemen: Messrs. Adolphus Busch, August A. Busch, Chas. Ehlermann, Leopold Freund, Henry Koehler, Jr., Joseph Kupferer, Alfred C. F. Meyer, Chas. C. Reuss and J. Widman. The officers are: Adolphus Busch, President; Henry Koehler, Jr., Vice-President; Chas. C. Reuss, Second Vice-President, and Guido D'Oench, Cashier, whose connection with the institution dates back to the day of its organization. The South Side Bank occupies handsome quarters at the northwest corner of South Broadway and Pestalozzi street, right in the middle of a densely populated industrial center of the city.

STATE NATIONAL BANK OF ST. LOUIS.

Bell Main 2209.

The State National Bank of St. Louis will complete the fiftieth year of its existence in 1905, it being the offspring of the State Savings Institution, organized in 1855, with John How, R. M. Henning, Eugene Miltenberger, Isaac Rosenfeld, Jr., Louis V. Bogy, Neree Valle, William L. Ewing, R. J. Lockwood, and B. W. Hill as incorporators. In 1859 the name of State Savings Association was adopted, which later on was changed to the more appropriate of State Bank, as it did from the beginning a general banking business. The first President was R. M. Henning and his successors were John How, John J. Roe, and, since 1870, the present incumbent, Mr. Chas. Parsons, who in 1864 had succeeded Mr. Isaac Rosenfeld, Jr., as Cashier. The office was during twenty years on the southeast corner of Main and Vine streets, and from 1875 to 1892 on the southwest corner of Third and Vine streets, in which latter year the removal to its present location in the Security Building, southwest corner of Fourth and Locust streets, took place. The State Bank and the Commercial Bank became consolidated under the law of Congress creating national banks, as the State National Bank of St. Louis, in January, 1899, with a paid-up capital of two million dollars. Its surplus amounted at the end of February, 1902, to 400,000, the undivided profits to over 250,000 dollars. The State National Bank does exclusively a legitimate banking business; it receives deposits, pays checks and makes collections in any part of the world, and loans money on good commercial paper; pays interest on time deposits and on daily balances of certain kinds of accounts, to be determined by its officers; it buys and sells foreign exchange, and issues letters of credit available in any part of the globe. The institution possesses a well-deserved reputation for its prudent, sagacious, conservative but at the same time liberal management and stands in the front rank among the banks of this country. The following gentlemen constitute the Board of Directors: Chas. Parsons, L. F. Jones, John H. McCluney, M. Rumsey, Daniel Catlin, John A. Scudder, Henry C. Haarstick,

Robert S. Brookings, P. C. Maffitt, Logan Tompkins, Joseph Ramsey, Jr., Joseph Franklin, Rolla Wells, John T. Davis and H. N. Davis. The officers are: Chas. Parsons, President; L. F. Jones, First, and John H. McCluney, Second Vice-President; Logan Tompkins, Cashier, and C. S. Cone, Assistant Cashier. Mr. Parsons, a native of New York State, came to St. Louis in 1850, but embarked soon after (on the advice of Mr. Bacon, of the banking house of Page & Bacon) in the banking business in Keokuk, Iowa, where he remained till the breaking out of the Civil War; entering the Union Army, he was soon placed in charge of army rail and river transportation at the very important post of St. Louis; in this position he earned the highest praise of the war department and was promoted to the rank of Lieutenant-Colonel, but declined an appointment, which placed him at the head of the bureau of Railroad Transportation for the United States, tendered him in 1864, preferring the place offered him by the States Saving Association. He is a recognized authority on banking and finances in general, his views and utterances, written or verbal, have always been highly appreciated in financial circles; he has frequently been elected a delegate to important conventions, has for many years been President of the St. Louis Clearing House and several times of the American Bankers Association, and presided over the World's Congress of Bankers and Financiers held in Chicago in 1893. Mr. McCluney has been identified with the State Bank for nearly forty-five years, was till 1870 its Assistant Cashier, in which year he became the Cashier, and in 1899 a Vice-President of this formidable financial institution.

THIRD NATIONAL BANK.

Bell Main 992 and 2907. Kinloch B843.

The Third National Bank was originally a State bank, organized in 1857 under the name of the Southern Bank, which in 1864 was transformed into a national bank under its present name. It is therefore one of the oldest financial institutions and may justly be considered one of the most prominent and best conducted. It was first located on the west side of Second, two doors south of

Pine street, but occupies since many years an elegant counting room, the entire ground floor of its own building on the north side of Olive, between Fourth street and Broadway, a most eligible location in the midst of nearly all other financial institutions, and easily accessible from every part of the city. It transacts a general banking business in accordance with the national bank law, including the issue of drafts for the inland and foreign countries, also letters of credit for the use of travelers abroad, and has correspondents in all the principal cities of the United States and in the financial centers of Europe, which affords it all desirable facilities for the collection and transmission of money in both countries. The management of the Third National Bank has always been marked by sagacity and circumspection and has deservedly won the enviable confidence of the business community as well as private parties, as evidenced by the large number of depositors of the latter class. The scope of its business received an important extension by the absorption of the Chemical National Bank and a continued gain of new customers. Among its Presidents in former years were such prominent business men as James S. Watson, Thos. E. Tutt, John R. Lionberger and G. T. Cram; Thos. A. Stoddard was for many years the Cashier of the Bank and is now the manager of the St. Louis Clearing House. The great volume of business now and since quite a while transacted by the Third National Bank is the result of the untiring exertions and financial ability of the President, Mr. Chas. H. Huttig, and the Cashier, Mr. G. W. Galbreath. The latter gentleman was for many years a National Bank Examiner, can point to a phenomenal growth of the bank's business since he became its Cashier (1896), and has in Mr. John R. Cooke an able assistant. The capital amounts to two millions and the surplus to one million with an undivided profit of 136,000 dollars. The following gentlemen form the Board of Directors: C. H. Huttig, President; W. B. Wells, Vice-President; John S. Dunham, Geo. T. Cram, J. B. M. Kehlor, G. W. Galbreath, Jno. N. Drummond, H. F. Kught, Edwin S. Orr, Thos. Wright and G. W. Brown.

TRUST COMPANIES.

Trust companies are in some respects similar to banks, and in others widely different from them. They receive deposits and make loans, but do not issue currency and do not undertake the general collection of commercial paper. By the great broadness of their charters they accept and execute all kinds of trusts, act as registrars and agents for the transfer of stocks and bonds; they are also authorized to execute wills, administer estates, become guardian, curator, assignee, receiver and depository of money for courts in complicated litigation. They do a general financial business for corporations and others; make investments, collect interest and transact many other financial affairs, not the least important of which is their serving as savings bank. But one of their chief functions consists in their acting in the capacity of a trustee for living or deceased persons; when by reason of increasing cares, advancing age, or approaching death, men or women find it no longer possible to manage their property and guard valuable interests or to protect those whom they must leave behind them as they wish to do, they seek for another who, representing them as principal, can safely be entrusted with property, and who will honorably, carefully and exactly carry out their wishes in regard to their dear ones. Here it is where the trust company steps in with its many safeguards, its faithfulness and fidelity its guarantee for the utmost protection of those whose interests are placed in their hands. All their transactions are surrounded by specific State laws which make it the duty of the State authorities to exercise a controlling supervision over their management.

COMMONWEALTH TRUST CO.

Bell Main 230. Kinloch A623, 624.

The Commonwealth Trust Company, one of the younger financial institutions of our city, began its career under the most favorable auspices and its remarkable success within a comparatively short time has by far surpassed even the most sanguine

expectations of its founders. The company commenced operations on May the 20th, 1901, with a capital of one million and a surplus of another million dollars, but the phenomenal results of the first few months led to the increase of its means to five and a half millions in accordance with a decision of the shareholders, given in a meeting held October 31, 1901. Such ample resources form in themselves an undisputable guaranty for depositors, owners of shares and all who intrust their business to the care of this institution. But still another safeguard for their interests is found in the character and standing of the directors and officers, in whose hands the management of its affairs is placed; they are men of the greatest integrity, experience and respectability, the best representatives of our financial and commercial community, fully deserving the confidence bestowed upon them by the public. The financial department of the company embraces a general banking business, the loaning of money on real estate and approved collateral, the buying and selling of exchange, the issuing of drafts and letters of credit, which are available in every part of the world. The company pays two per cent per annum, on daily balances of running accounts and three per cent on time deposits. The savings department receives deposits from one dollar upwards and pays an interest of three per cent on all savings over one dollar. The trust department manages estates, acts as administrator, attends to all probate business, furnishes bond and represents clients in court. The real estate branch constitutes a special feature of the company and transacts all business pertaining to real estate, including the negotiating of loans, collecting of rents, etc. It may be mentioned in this connection, that the well-known real estate firm of Chas. H. Turner & Co., has been merged into the Commonwealth Trust Company and that the two members of the firm, Mr. Chas. H. Turner and Mr. Lawrence B. Pierce, give their particular attention to this department. The Board of Directors consists of Messrs, A. D. Brown, A. A. Busch, Geo. O. Carpenter, S. M. Dodd, Samuel C. Davis, Edward F. Goltra, James Green, Russell Harding, Jos. M. Hayes, Sam. M. Kennard, W. J. Kinsella, C. G. Knox, Elias Michael, Henry Nicolaus, Reid Northrup, Lawrence B. Pierce, Otto F. Stifel, L. B. Tebbetts, Chas. H. Turner, C. G. Warner,

and J. M. Woods. Its officers are as follows: Chas. H. Turner, President; L. B. Tebbetts, First, Geo. O. Carpenter, Second, and Lawrence B. Pierce, Third Vice-Presidents; J. M. Woods, Secretary; A. G. Douglass, Assistant Secretary; and Bryan & Christie, Counsel. The building of the National Bank of Commerce, northeast corner Broadway and Olive street, has been purchased by the Commonwealth Trust Company and will contain its office after September, 1902, until which time the present location, 312 North Broadway, will be retained.

LINCOLN TRUST COMPANY.

Bell Main 38, 531, 684, 717, 842, 865 and 882.

The Lincoln Trust building, finished in 1898, at the southwest corner of Seventh and Chestnut streets, derives its name from the Lincoln Trust Company, which was chiefly instrumental in its erection, stands in the center of the real estate trade district, furnishing a most desirable location for the Trust Company, whose offices and safe deposit vaults take up the larger part of the ground floor. The company was organized in April, 1894, Mr. A. A. B. Woerheide being the principal promoter of this very successful financial enterprise. The incorporators were J. B. Case, J. H. A. Meyer, A. A. B. Woerheide and E. H. Coffin. Its first office was at number 618 Chestnut, later on at 712, the same street, where it remained until the removal to the present handsome and well appointed quarters. The original capital of 500,000 dollars was raised in 1899 to a full million aside from an appropriate reserve fund. The company's business comprises all the various functions to which trust companies are authorized by law; it receives savings deposits, issues certificates for money deposited for specified periods, also receives the deposits of special funds and allows interest thereon. It acts in all the capacities of trust for corporations and individuals in real estate and every kind of financial and court transactions and has a deposit of two hundred thousand dollars with the insurance department of Missouri as a guarantee for the prompt fulfillment of its trust obligations. The Safe Deposit department contains in its extensive vault boxes of

different sizes rented out to private parties and corporations for the safe-keeping of all kinds of valuables. The following gentlemen are the Directors of the company: L. R. Blackmer, Chas. R. Blake, D. S. Brown, E. H. Coffin, H. L. Caulfield, Wm. R. Drummond, Henry Dunker, Wm. Duncan, Geo. F. Durant, Ben Eiseman, C. Marquard Forster, Julius C. Garrell, Chas. Hamilton, Geo. W. Lubke, J. H. Aug. Meyer, John C. Roberts, A. A. Rule, J. Wagner, W. B. Wells, Thos. Wright and A. A. B. Woerheide. The officers are: A. A. B. Woerheide, President; Geo. F. Durant, Vice-President, Geo. W. Lubke, Second, and J. H. Aug. Meyer, Third Vice-President; Chas. Hamilton, Secretary; Julius C. Garrell, Treasurer; Geo. W. Lubke, Counsel, and Henry Sprague, Trust Officer. The Lincoln Trust Company enjoys a well-earned reputation for careful management, all its transactions are conducted in accordance with the strictest integrity and watchfulness, so that its patrons can at all times be convinced that their interests are conscientiously taken care of and well-guarded.

MERCANTILE TRUST COMPANY.

Bell Main 1536, 1583, 3031. Kinloch A86, 89.

The Mercantile Trust Company was organized by Mr. Festus J. Wade, and incorporated in November, 1899, by the Directors named hereafter and other subscribers to its stock, viz.: Lorenzo E. Anderson, Geo. W. Brown, James W. Bell, Paul Brown, James G. Butler, James Campbell, L. D. Dozier, C. F. Gauss, Henry Griesedieck, Jr., C. H. McMillan, Emerson McMillin, Wm. Maffit, Peter O'Neil, Valle Reyburn, Jonathan Rice, Harry Scullin, Corwin H. Spencer, John S. Sullivan, Festus J. Wade, D. D. Walker, and Geo. W. Wilson. A more formidable array of capitalists and business men of the highest standing was rarely ever united in a similar enterprise, and these names alone speak better than anything else for the solidity of the institution, aside from the fact that its officers take pride in carefully guarding the interests of its shareholders as well as of its clients. The company receives deposits on time and on call and pays interest on both, likewise on current account balances; loans money

on collateral and real estate, and executes financial transactions of every description; it furthermore acts as executor, administrator, curator and guardian, assignee or receiver under appointment of court, and as representative for individuals in any of the aforesaid capacities, and officiates also as trustee under mortgages, deeds of trusts and similar instruments. The real estate department, which constitutes a special and very important feature of this company, is the successor of the Anderson-Wade Realty Company, established in 1887 by Lorenzo E. Anderson and Festus J. Wade, which firm succeeded in a very short time to stand in the front rank of the branch, and to become the promoter of numerous important enterprises, including the erection of some of our largest office buildings, hotels and factories. The Mercantile Trust Company is in a position to handle real estate with the greatest advantage to its clients, whose affairs are conducted with the utmost care and attention, based upon many years' experience and knowledge. All orders for the sale or purchase of real estate property intrusted to the company are executed in the most conscientious way and all other business referring to real estate receives at all times the promptest attention, for instance, the renting of houses, collection of rents, etc. The capital stock of the company amounts to \$1,500,000, the surplus, and undivided profit to \$2,-150,000. The officers of the company are as follows: Festus J. Wade, President; Corwin H. Spencer, First Vice-President; L. E. Anderson, Second Vice-President, and Jonathan Rice, Third Vice-President; G. W. Wilson, Treasurer; Wm. Maffitt, Assistant Treasurer; C. H. McMillan, Secretary, and J. B. Moberly, Assistant Secretary. The Directors are: Lorenzo E. Anderson, James W. Bell, Geo. Warren Brown, Paul Brown, James G. Butler, James Campbell, Gustav Cramer, L. Dozier, C. F. Gaus, Henry Griesedieck, Jr., C. H. McMillan, Emerson McMillin, Wm. Maffitt, Geo. D. Markham, Dan C. Nugent, Valle Reyburn, Jonathan Rice, Harry Scullin, Corwin H. Spencer, Dr. Joseph Spiegelhalter, John S. Sullivan, Festus J. Wade, D. D. Walker and Geo. W. Wilson. The company will soon vacate its office in the Columbia Building and remove to the building bearing its name recently erected for its use on the northeast corner of Eighth

and Locust streets; the Safe Deposit department will constitute an important part of the company's business and will be provided with fire and burglar proof steel vaults of immense size, aside from the fact that the entire structure is built of stone and iron.

MISSISSIPPI VALLEY TRUST CO.

Bell Main 48, 2023. Kinloch B93, 94, 95.

The rather unique, but attractive and very massive building on the northwest corner of Fourth and Pine street, one story in height with a ceiling of unusual dimensions, is the home of the Mississippi Valley Trust Company, a financial institution just as solid as the walls of its substantial building. The organization of the company took place in October, 1890, and during the first seven years its office was located on Fourth between Olive and Locust street until the completion of its present very spacious abode. It was incorporated with an authorized capital of one and a half million dollars of which fifty per cent was paid up in cash; in 1893 it was increased to three millions and eleven thousand shares of stock were sold at eighty-five dollars per share, for half paid stock, leaving four thousand shares in the treasury, which in course of time were sold at one hundred dollars per share. The surplus fund amounts at present to 3,500,000 and the undivided profits to more than 800,000 dollars. The history of the company is one of continued, we may say, phenomenal success, the result of a very conservative but at the same time progressive management, which leaves nothing undone to guard the interests of those who entrust their business to its care, as well as those of its shareholders. The business of the company is divided in four principal branches: its Trust Department is the most important and comprises trust business of every character; it acts in all fiduciary relations without bond, having a permanent deposit of 200,000 dollars in approved securities with the State Superintendent of Insurance as a security for its trust liabilities; it has in connection with this branch a protection against eventual losses in bond giving by way of a reinsurance, for which purpose an accumulating fund has been inaugurated. The Deposit Department is constantly growing

and its books contain the names of over 12,000 depositors, among whom are some of our largest corporations; it receives deposits in the nature of a savings bank or subject to check with or without specified time, paying interest on both, which money is lent out on gilt-edge collateral only. The third department serves for the safe-keeping of valuables in the vaults of the company, which contains about 5,000 boxes, rented at various rates according to size. The fourth is the Real Estate branch, devoted to real estate business of every nature. The officers of the institution are: Julius S. Walsh, President; Breckenridge Jones, First Vice-President and Counsel; Samuel E. Hoffman, Second Vice-President; James E. Brock, Assistant and Acting Secretary; Hugh R. Lyle, Second; and Henry C. Ibbotson, Third Assistant Secretary; Frank P. Hays, Bond Officer; Fredrick Vierling, Trust Officer; Henry Semple Ames and Wm. G. Lackey, Assistant Trust Officers; Eugene H. Benoist, Real Estate; and Wilbur B. Price, Safe Deposit Officers. The following well-known business men and capitalists form the Board of Directors: Elmer B. Adams, Williamson Bacon, Chas. Clark, Harrison I. Drummond, August B. Ewing, David R. Francis, August Gehner, Geo. H. Goddard, S. E. Hoffman, Chas. H. Huttig, Breckenridge Jones, Wm. F. Nolker, Wm. D. Orthwein, H. Clay Pierce, Joseph Ramsey, Jr., Moses Rumsey, J. C. Van Blarcom, Julius S. Walsh and Rolla Wells.

ST. LOUIS UNION TRUST CO.

Bell Main 281. Park 186, 188. Kinloch A1720.

The consolidation of the St. Louis and the Union Trust Companies, effected in April, 1902, united the two oldest trust companies of this city into the most formidable institution of its kind. The St. Louis Trust Company had been formed in 1889, the Union Trust Company in 1890, and the property of both corporations grew from year to year. The St. Louis had its first office in the Equitable Building and afterwards on the northwest corner Fourth and Locust streets, where the company in 1900 erected its own building, a massive structure, planned and arranged for its specific purposes. The Union Trust Company

was for a while located in the Emilie Building, Tenth and Olive, until the Union Trust Building on Seventh and Olive streets was finished. The building on Fourth and Locust streets forms the home of the new corporation. The capital, surplus and undivided profits of the St. Louis Union Trust Company amount to nine million dollars. The company's transactions include all branches of business to which trust companies are authorized by law; it receives money on deposit, at interest or for investment purposes, paying interest on it until invested; it manages all kinds of trusts for corporations and individuals, takes care of estates, acts in the capacity of administrator, curator, guardian for minors or persons incapable to attend to their affairs, of receiver or assignee, gives court and other bonds, loans money on unexceptional securities, buys and sells real estate; it also executes trusts for married women, in respect to their separate property, whether real or personal, and acts as agent for them in the management of such property. The building contains a Safe Deposit department with large fire and burglar proof vaults, equipped with steel boxes which are rented to corporations, business firms and private parties who wish to avail themselves of the security guaranteed in this way by placing their valuables in the care of the company. The officers of the Institution are as follows: Thos. H. West, President; Robert S. Brookings, Henry C. Haarstick, John D. Filley, John F. Shepley and N. A. McMillan, Vice-Presidents; A. C. Stewart, Counsel; Isaac H. Orr, Trust Officer; A. H. Stille, Assistant Trust Officer; Allen T. West, Treasurer, and Geo. A. H. Mills, Secretary. The Board of Directors, to which the Vice-Presidents do not belong, consist of W. K. Bixby, John L. Bolland, Adolphus Busch, Daniel Catlin, John T. Davis, Howard Elliot, S. W. Fordyce, John Fowler, B. B. Graham, Wm. E. Guy, D. M. Houser, Robert McK. Jones, Edward Mallinckrodt, I. W. Morton, T. H. McKittrick, Chas. D. McLure, L. M. Rumsey, John A. Scudder, John Scullin, E. C. Simmons, E. O. Stanard, Wm. Taussig, Thos. H. West, Edwards Whitaker and B. F. Yoakum. The Trust Committee, in whose hands lies the control and supervision of the most important branch of the Company's transactions, is composed of Messrs. R. S. Brookings, Henry C. Haarstick, Jno.

R. Shepley, G. A. Finkelnburg, Dan'l Catlin, Isaac W. Morton and John T. Davis. These officers and directors are men of the highest integrity and great financial ability, forming a galaxy of names of which any such institution may well be proud.

THE ST. LOUIS CLEARING HOUSE.

Bell Main 1717.

The St. Louis Clearing House was organized in 1868 after the pattern of similar institutions in New York, Boston and Philadelphia. It is an association formed by a number of banks for the purpose to facilitate the collection of checks and drafts through a system by which a great deal of time and expense is saved, work spared and safety secured. Before the existence of the clearing house every bank had to send its collectors day after day to all the banks on which it held checks or drafts. The Clearing House does away with this necessity, acts as a mutual accountant for its members and as a collector between them. The first manager was James W. Howenstein, he was followed in 1871 by Edward Chase, who remained in this position until his death in 1897, whereupon Thomas A. Stoddard, for many years Cashier of the Third National Bank, became his successor. The Clearing House occupies a part of the upper floor in the Merchants Exchange Building.

FIRE INSURANCE COMPANIES AND AGENCIES.

The business of fire and marine insurance was inaugurated in St. Louis as early as 1824, in which year three or four citizens accepted the agency for some of the oldest insurance companies of New York and Hartford. The first local company, the Missouri Insurance Co., was organized in 1831 by a number of the most prominent men of the city, among them Judge Collier, who served as its President as long as the company existed. The growth of the city's commerce and the extension of river trade made the insurance business more and more profitable, and the legislature of 1836 granted charters to five St. Louis insur-

ance companies. In the meantime many Eastern stock companies had agencies established in this city, and when the great fire of 1849 destroyed the larger part of the business district of St. Louis these and the local companies sustained so heavy losses that some of them were forced to liquidate and others became considerably crippled. All the local companies then in existence were, however, soon placed in a condition to resume business, and so well were they patronized that during the fifties and sixties an additional number of companies were established, most of them on the mutual plan, but at the same time issuing policies for cash premiums. With the continued extension of trade and the constant addition of manufacturing establishments, of stores, warehouses and dwellings, grew the number of home insurance companies and representatives of more local companies. The insurance against the losses by fire has become a necessity; it forms an indispensable protection for individuals, firms, corporations, and whole communities, and a solid insurance company wisely and honestly managed, may truly be considered one of the most useful and beneficent institutions of modern life. We speak in the following pages of some such companies, and of the men who devote themselves to this important business branch.

AMERICAN GUARANTY FUND MUTUAL FIRE
INSURANCE CO. OF ST. LOUIS.

Bell Telephone Main 655M.

This insurance company is a local institution and was organized in 1892 by Messrs. J. E. and G. L. Werth, who number among the oldest insurance agents of our city, the firm of J. E. Werth & Brother having been established as early as 1866, since which time they have devoted themselves to this important branch of business with uninterrupted success. The American Guaranty Fund Mutual Fire Insurance Company had its office first at number 18 North Third street, but occupies now very large and handsome rooms on the first floor of the Merchants Exchange Building, 315 Chestnut street. Incorporators of the company were the following well-known business men and capital-

ists: H. F. Langenberg, H. C. Huiskamp, Paulus Gast, L. W. Manning, J. H. Cockrell, J. E. Werth, H. J. Huiskamp, J. B. Farmer, Ernst Marshall, J. E. Huiskamp, J. M. Berry, N. D. Allen, G. L. Werth, J. A. Marshall, and C. R. Stinde. It comprises insurance against losses by fire, lightning, and tornado, and operates exclusively in the State of Missouri. It has the largest ratio of assets against liabilities of any fire insurance company and is, aside from this, the only one who has deposited the sum of fifty thousand dollars with the State Insurance Department as a guarantee for the prompt payment of losses, as shown by the following certificate: "I, Ed. T. Orear, Superintendent of the Insurance Department of the State of Missouri, hereby certify that the American Guaranty Fund Mutual Fire Insurance Company of St. Louis, Missouri, has transferred to and deposited with me the sum of fifty thousand dollars, consisting of the securities required by the Revised Statutes of Missouri of 1889, as its guarantee fund, to be held by me as security for the payment of all losses and other policy liabilities of said company. In witness whereof, etc., at the City of Jefferson this 23rd day of September, 1897. Ed. T. Orear, Superintendent." The Board of Directors consists of Messrs. H. C. Huiskamp, J. M. Berry, Paulus Gast, J. H. Cockrell, H. J. Huiskamp, E. Marshall, G. E. Werth. Thomas Dunn, L. W. Manning, G. A. Marshall and G. L. Werth. J. E. Werth is the President, J. M. Berry is the Vice-President, and G. L. Werth, Secretary of the company, and they are always ready to give the desired information and advice on all matters pertaining to fire, lightning, and cyclone insurance.

FRANKLIN MUTUAL INSURANCE CO. OF ST. LOUIS.

This company was organized and incorporated under the laws of the State of Missouri on the 15th of May, 1855, by Adolph Abeles, William D'Oench, Charles F. Meyer, Charles A. Cuno, I. C. H. D. Block, A. C. Cordes, F. Wilmot, Henry I. Spaunhorst and Henry Meier, of which only the last named is surviving and still connected with the institution as a director

and officer. These nine gentlemen constituted the Board of Directors. The late Louis Duestrow was for many years Secretary of the company and upon his resignation his assistant, Emil Heintz, became his successor. The present Board of Directors consists of Adolph Boettler, F. W. Clemens, Edward Cornett, Henry Kaiser, E. A. Lindemann, Henry Meier, Jr., John C. Nulsen, Henry J. Spaunhorst, and John B. Woestmann. The latter is the President; Henry J. Spaunhorst, Vice-President; Emil Heintz, Secretary, and Hugo Haerting, Assistant Secretary. The company issues fire insurance policies on the mutual as well as on the non-mutual plan, and adheres to very conservative principles. Being a local institution, those who wish to insure, or are insured in the Franklin, can always communicate with the officers and Directors whenever they wish to do so, especially when a misunderstanding or a difference of opinion may occur, or in the settlement of claims, should the adjustment by the agent or representative of the company appear unsatisfactory. This is one of the advantages of a local company in comparison with those who have their seat not in the city, so that all business is transacted by agents, whose authority is naturally more or less limited, necessitating in many cases a protracted correspondence and delay. The Directors, all old St. Louis residents, are personally known to most of the policy holders, if not intimately acquainted with them, can easily be approached, and are cheerfully willing to preserve the most friendly relations between the company and the insured parties. Being a mutual company, all profits go, of course, to all the members alike, there are no stockholders to claim dividends, and the interest from the company's investments is used for the payments of losses and business expenses, when, on the contrary in stock companies the premium money, paid by the policy holders, must cover all losses and expenses and the dividends which the shareholders expect. The company has at present over 2,000 members and their number is still increasing. The office is since many years over the Franklin Bank, corner Fourth and Morgan streets, but was in former times on Main street in the old Merchants Exchange Building.

GERMAN MUTUAL FIRE INSURANCE COMPANY OF
ST. LOUIS.

Bell T. Main 1302m. Kinloch A219.

This company was organized and chartered October 8, 1868, for a term of twenty years, and a new charter was granted in 1888, for a period of ninety-nine years. The original incorporators were: August Kriechhaus, Fredrick Hill, John Kupferle, J. D. Hiemenz, John H. Amelung, P. J. Peters, Peter Weiss, Theodore Bloess, H. F. Vahlkamp, C. A. Stifel, Jos. Lindenschmidt, and Bernhard Lager. The reorganization and renewal of charter took place with the following incorporators: August Gehner, Frank J. Karlskind, John C. Lullman, Ernst Link, Albert H. Meyer, Henry Mehlking, W. F. Nolker, John A. Nies, August Beimler, Leo Rassieur, A. W. Straub, John M. Sellers, Jacob Gruen, Chas. F. Walther, W. K. Walther and Claus Vieths. The office was first located over the International Bank, southeast corner Broadway and Market, then for a number of years in the Temple Building and is now at 616 Chestnut street, right between the principal real estate firms and the neighborhood of some of the largest office buildings. The German Mutual Fire Insurance Company, like the other home companies, does exclusively a local business and is favorably known for its reliability, fair rates and promptness in the settlement of eventual losses; the holders of its policies have always been much pleased with the cautious management of the company on the part of its officers and directors, who have at all times exercised great care in the taking of risks, thus guarding the interests of the insured as well as those of the corporation. The company has six agents attending to the outside business. Mr. W. K. Walther, for many years the faithful Secretary of the company, died in 1902, whereupon Mr. Chas. L. Weber, his assistant and for years connected with the corporation, was deservedly promoted to the successorship. The present officers are: Chas. F. Vogel, President; Jacob Gruen, Vice-President, and Chas. L. Weber, Secretary. The directors are: Gustav Bischoff, August Gehner, Jacob Gruen, L. F.

Hammer, A. C. L. Haase, F. J. Karlskind, John A. Nies, W. F. Nolker, Leo Rassieur, Otto Schmidt, John M. Sellers, and Chas. F. Vogel. The first President was Dr. Frederick Hill, who for many years represented the old Thirteenth Ward (Carondelet) in the city council; he was followed by Chas. F. Walther, during a long time a justice of the peace and in partnership with M. Jacoby in the real estate business; he was succeeded by Mr. Fred. F. Espenschied, the former city treasurer and member of the State Senate, who resigned the position in 1901, his other interests demanding all his time, whereupon Mr. Chas. F. Vogel was elected in his place. The company is now one-third of a century in operation and enjoys a constantly growing patronage.

GERMANIA FIRE INSURANCE COMPANY OF NEW YORK.

Bell Main 2658. Kinloch A290.

The Germania Fire Insurance Company of New York was organized in 1859, and is, therefore, not only one of the oldest but also one of the most reliable insurance companies of the country. Its founder, the late Mr. Robert Garrigues, a man of the greatest experience in the insurance branch, was its first President, and some of the most prominent business men and capitalists of New York City have always constituted the Board of Directors. The present officers are as follows: Hugo Schumann, President; Fr. von Bernuth and Geo. B. Edwards, Vice-Presidents; Chas. Ruykhaver, Secretary, and Gustav Kehr, Assistant Secretary. The institution stands in the front rank, and is considered one of the safest among the best Eastern insurance companies, and is known for the promptness with which all claims are adjusted. This reputation had been gained from the beginning of its operations, and has been invariably kept up to the present day. The following figures are taken from the official statement presented to the Insurance Commissioner of the State of New York on January 1st, 1900: Cash capital, \$1,000,-000 00; reserve for unearned premiums, \$1,588,646.34; reserve for losses under adjustment, \$91,812.36; reserve for all other claims, \$35,008.46; net surplus, \$2,101,402.85. Total assets, \$4,816,870.01.

These figures are surely the best evidence of the solidity of the company, whose affairs have always been conducted on conservative but at the same time liberal principles. The St. Louis office of the company stands under the management of Mr. Paul Theegarten and a better selection for this responsible position could not have been made; he hails from the East but has for the last twenty years lived in the Western States, representing the company in St. Paul and Minneapolis until his arrival in St. Louis about six years ago. In this comparatively short period he has succeeded in greatly extending the company's business among merchants, manufacturers, and in the residence part of the city, and has won for himself a host of friends in business and social circles by strictness in all his transactions, and his affable manners which make him a great favorite with all who know him. Being a man of great activity, Mr. Theegarten takes a lively interest in everything tending to the welfare of our city; he belongs to various organizations and is one of the most prominent members of the St. Louis Liederkranz. The office of the company has recently been removed to the Liggett Building, 717 and 719 Chestnut street where three well-appointed rooms, numbers 16, 17 and 18, furnish ample accommodations for the transaction of business.

JEFFERSON MUTUAL FIRE INSURANCE COMPANY OF
ST. LOUIS.

Kinloch D1556.

This company received its charter on the first of May, 1861, and its incorporators were Louis Bach, F. W. Biebinger, Herman Eisenhardt, Adam Conrad, J. O. Kalb, E. H. Kortkamp, John G. Kaiser, Louis Schneider, Edward Schulz, Caspar Stolle, Julius Thamer, Rudolph Wessling and C. R. Fritch; they constituted the first Board of Directors and selected the following officers: Louis Bach, President; C. R. Fritch, Secretary, and F. W. Biebinger, Treasurer. The outbreak of the Civil War proved very detrimental to the young institution; aside from the fact that its Secretary enlisted in the three months' service and had to be most of the time with his regiment in the Arsenal, all business

was more or less prostrated and the directors had to decide if they should suspend operations for the time being. They concluded to continue even under the adverse circumstances and had the satisfaction that the following year showed a marked improvement, and from that time on came a constant extension of its business. The first office of the company was located at No. 212 North Fourth street, afterwards on Third between Pine and Olive, and then for a long time in the Masonic Temple, corner of Eleventh and Market streets, until the removal to the Merchants Exchange Building, first floor, Chestnut street entrance. The Jefferson is a Mutual Fire Insurance Company, but issues also policies on the non-mutual plan; it is the only mutual company which has not assessed its policy holders during the last twenty years, so that they have paid only the first ten per cent on their premium notes and nothing more. Its policies in force at the end of 1900 amounted to seven and a half million in the mutual department and over four million dollars on the cash premium plan. Its management has always been very conservative, its rate liberal and adjustment prompt and equitable. The present Board of Directors consists of Messrs. Chas. A. Teichmann, C. A. Stifel, F. W. Biebinger, Wm. Reipshlaeger, August Klasing, Wm. Heinrichsofen, Henry Droste, Henry Griesedieck, Ernst Hartmann, Fredrick Goebel, Fred E. Zelle, Christopher Hilke and H. H. Biermann. The officers are: Chas. H. Teichmann, President; C. A. Stifel, Vice-President; H. H. Biermann, Secretary and Treasurer; with Louis W. Schoenebeck as his Assistant and Wm. Sievers, Inspector and Surveyor. Mr. Biermann entered the service of the company from its inception and has therefore been connected with it since forty years; he became the successor of Mr. Fritch, who died in 1895, and is like his predecessor a very efficient and competent officer. The directors are well known and prominent old citizens of St. Louis.

WASHINGTON MUTUAL FIRE INSURANCE COMPANY
OF ST. LOUIS.

Bell Main 2746. Kinloch B838.

The Washington Mutual Fire Insurance Company of St. Louis received its first charter in 1857, for a period of thirty years, which expired in 1887, in which year a new charter for fifty years was granted under the laws of the State of Missouri. The original incorporators and founders of the company were: Casper F. Becker, Julius Kurlbaum, Wm. Siever, John H. Marquard, Louis Roever, Herman H. Meier, Wm. Seifried, Peter Weber, Ernest Minche, Chas. Altinger, Chas. W. Gottschalk, John H. Burckhardt, Edward Eggars, and F. Roever. They formed the first Board of Directors and began operations on the basis of a conservative policy which has been strictly adhered to by all their successors up to the present day, a policy which was justly rewarded by excellent results in favor of the insured and an enviable reputation for the management of the company. The reorganization in 1887 was followed by a still greater extension of business on the mutual as well as on the cash premium plan, the company issuing policies either way. The present Board of Directors consists of Messrs. Peter Gundlach, Jacob Kaiser, Wm. Koenig, Aug. Kriechhaus, Aug. Kurtzeborn, Otto Schmitz, Geo. A. Wippern, Herman Stoffregen, and Wm. C. Uhri. Its officers are: Aug. Kriechhaus, President; Peter Gundlach, Vice-President; and Edwin J. Meyer, Secretary. The character of these gentlemen and their standing in the community are in itself the best guarantee for the honest and faithful performance of their duties towards those who intrust their insurance to their care. The offices of the company were first at 112 Market street, then for many years on the northeast corner of Market and Second, and are now in the Commonwealth Building on Broadway and Olive street.

H. M. BLOSSOM & CO.

Bell Main 1702. Kinloch B. 1775.

Mr. H. M. Blossom may truly be called the veteran of Western insurance men, as his operations in this branch cover a period of more than forty years. He entered the field as early as 1861, in which year he became the secretary of the Globe Mutual Fire Insurance Company of St. Louis, which position he held during ten years, whereupon he established an agency under his own name and as representative of some of the best inland and foreign insurance companies. His activity and energy, combined with the highest integrity and a thorough knowledge of all matters pertaining to insurance, brought in a comparatively short time an unparalleled result; his fairness in all his transactions soon won for him a large number of clients, who were fully convinced that their interests were conscientiously guarded by him. His business became more extensive from year to year; new patrons were constantly added to the old ones and the books of the firm show to day very likely the greatest number of policies issued by any of our agencies. Mr. H. A. Blossom, a nephew of the founder of the firm, became his uncle's partner at an early date and participated in the management of affairs. Among the companies represented by the Blossom Agency are the following of London (England): North British, Mercantile, Commercial Union Assurance Company, and the Union; of home companies: Boston Insurance Company of Boston, Victoria and Commercial Union of New York, St. Paul Fire and Marine Insurance Company of St. Paul, Minn., and others of similar unexceptional high standing. The policy holders of the firm comprise mercantile and manufacturing houses, as well as private individuals, and it is the invariable rule of H. M. Blossom & Company to cause the speedy adjustment of losses whenever such occur. The officers of the company are: Mr. H. M. Blossom, President; Mr. H. A. Blossom, Vice-President; Mr. Albert Kuehne, Treasurer, and Mr. Warren Bruce, Secretary. The office was for many years on Chestnut street, opposite the Merchants Exchange Building, then on Third, between Pine and

Olive, and is now in the Century Building, room 940, where the gentlemen just named are always ready to give all the desired information and advice to those in search of safe and reliable insurance. Mr. H. M. Blossom, besides being a prominent member of our commercial community, is an ardent lover of music and art in general; he finds time to devote his administrative talent to musical organizations, especially in the interest of church music, and is considered one of the best judges in musical matters. In conclusion we will only add that his strict business principles, personal magnetism, and his most affable manners have won for him a host of friends and the esteem of his fellow-citizens. He came to St. Louis in 1852 from his native State, New York, and made our city his home ever since — just now for half a century.

MARTIN COLLINS, SON & CO.

Bell Main 2303. Kinloch B1765.

Mr. Martin Collins, the founder and senior partner of the above firm, is one of the oldest insurance agents of St. Louis, which city has been his home almost sixty years. A Pennsylvanian by birth, he considered the then young West an appropriate field for a young man bound on building up his future. Coming here in 1843, he soon found employment in a business house and formed after a number of years a copartnership with the owner of a wholesale firm on Main street but withdrew from it to accept the position of Collector of Water Rates, offered him in 1861 by Mayor Daniel G. Taylor; he performed the duties of this office so well, that he was retained under the two succeeding administrations of Chauncey I. Filley and James S. Thomas. In the second half of the sixties he established a fire insurance agency and it did not take him long to gain an enviable reputation and a very extensive business, which has grown from year to year. Mr. Thomas R. Collins became his father's partner in 1891, whereupon the present firm name was adopted. The great experience of both gentlemen, who give all their time and attention to their business duties, their strictness and reliability combined with the most courteous treatment of all who come

in contact with them, form the basis of the remarkable success and the confidence which the firm enjoys. The companies which they represent number without exception among the oldest and safest and are unsurpassed by any one in regard to rates and the prompt adjustment of losses. These companies are: The Fire Association and the American of Philadelphia, the United States, Citizens, Lafayette, American and the Assurance of America—all of New York; the Equitable of Providence, R. I., and the Aachen and Munich of Germany. Mr. Martin Collins, although advanced in years, is still hale and hearty, full of activity and energy, he participates very prominently in charitable work and occupies a conspicuous place in the Masonic Order, takes great interest in public affairs, and is always willing to promote the welfare of the community. The junior partner takes after the example he has so constantly before him and is, like his father, much esteemed in commercial and social circles. The office, for many years in the Merchants Exchange Building, is now in the more centrally located Century Building, corner of Ninth and Olive streets.

S. KEHRMANN INSURANCE AGENCY CO.

Bell Main 2765. Kinloch B158.

The sole owner of the above firm, Mr. S. Kehrmann, Jr., can by right claim that he has grown up in the insurance business since the day he left college, or, in other words, that he is now identified with the insurance branch for more than a quarter of a century. He was first connected with the German Mutual Fire Insurance Company of St. Louis (from 1875 to 1877); during the following three years with the insurance agency of Koch & Roeslein; he was agent of the Washington Mutual Fire Insurance Co. of St. Louis in 1881 and 1882, and then became the partner of S. Kehrmann, Senior, under the firm name of S. Kehrmann & Son. This partnership was dissolved after four years to enable Mr. Kehrmann, Junior, to become the successor of his father-in-law, Mr. Chas. Ellard, the well-known florist, who had died in 1885. He conducted the floral business until 1893, in which year he returned to his first love, establishing the insurance firm

of S. Kehrmann, Junior, which was changed to the S. Kehrmann Insurance Agency Company and incorporated November 9, 1900, under the laws of the State of Missouri. He has for years represented and continues to represent the Connecticut and the National Fire Insurance Companies, both of Hartford, the Northern of England and others, also the Pacific Life Insurance Company Accident Department. His experience of so many years, combined with great activity, energy and diligence, have resulted in the building up of an extensive patronage, which promises to extend still further in the future. Mr. Kehrmann, Senior, who died in August, 1900, had been in the fire insurance business for nearly thirty years, gaining an enviable reputation for his strictness of character and many other qualities, leaving behind him an honored name, which is now held up by his only son, who is one of the best known young business men of our city and a great favorite in social circles. His office is in the Granite Building, southwest corner Fourth and Market streets, where two assistants attend to clerical duties and where he himself is always ready to give information and to serve old and new patrons to the best of his ability.

ROESLEIN AND ROBYN.

Bell Main 1516. Kinloch B1770.

One of the best known insurance firms of our city, that of Roeslein and Robyn, was established in January, 1880, when Anthony Roeslein and Paul Robyn formed a copartnership, both gentlemen possessing a long and valuable experience in the insurance branch, with which they had been connected since 1866 and 1871 respectively. Mr. Roeslein began operations in the first named year in partnership with Col. Gustav Koch and represented for several years the Hamburg Madgeburg Insurance Co., the Merchants New York, the German and Baltimore, and the Metropole of Paris (France). After Col. Koch's removal to Chicago, where he died later on, Mr. Roeslein continued the business by himself until 1880, since which year the present firm exists. It was first located at 223 and 225 Chestnut street, then during many years in the Merchants Exchange Building, and occupies now

commodious and handsome quarters in the Century Building (Suit Number 801). The firm represents now the following old gilt-edged companies: The Hartford (Hartford, Conn.), Atlas (London), New Hampshire (New Hampshire), Agricultural (New York), Merchants of New Jersey, Westchester, New York, Milwaukee, Wis., Citizens of St. Louis, Hamburg-Bremen, Germany, and National of Ireland. Messrs. Roeslein and Robyn give their whole time and attention to their business duties and their great success is based upon fidelity and care with which they attend to the wants of their patrons, securing for them the lowest possible rates and guaranteeing the promptest adjustment in case of loss. Many of our largest breweries, manufacturing and mercantile firms have for years entrusted all their insurance business exclusively to them, aside from a very extensive list of private dwellings, stores, etc. Mr. Anthony Roeslein is a native of Westphalia (Prussia), and came to this country in 1860, after fulfilling his military duty in the Prussian army. He arrived in St. Louis in the spring of 1861, and has made this city his home ever since. Entering the Union army at the outbreak of the rebellion, first in the three months' service, in the Third Missouri volunteer regiment, commanded by Col. Sigel, under whom he fought in the battle of Wilson's Creek (10th August, 1861), though his term of enlistment had previously expired. He enlisted again in October, this time for three years, in the same regiment, was soon promoted to Second-Lieutenant, participated in the capture of Fort Donaldson, and after a tedious march over Springfield, Batesville, etc., through the swamps, in the battle of Arkansas Post (11th January, 1863) where he was seriously wounded, and then brought to St. Louis; he received a bullet from an Enfield rifle, which penetrated the right shoulder blade, the upper part of the lungs, and broke the left collar-bone, the ball still remaining in his body. He advanced to a captaincy in March, 1863, joined his regiment again in the following October, and was made Acting Assistant Adjutant-General of the brigade in February, 1864, whereupon he received his honorable discharge shortly afterwards. Mr. Roeslein is one of the best known business men of our city, very active, congenial and a man of fine attainments, an excellent musician, and even

a composer. During his repeated trips across the ocean he has traveled extensively in Germany, Austria, Switzerland, Holland, Belgium; in 1899 he visited Egypt, the Holy Land and Constantinople. He belongs to various organizations and is a member of Frank P. Blair Post, G. A. R., in which capacity he performed the installation of General P. J. Osterhaus in Mannheim. Mr. Paul Robyn was born in this city and is a son of Mr. William Robyn who came here in 1837; his mother was a sister of the late Eugene Miltenberger, the prominent banker; Prof. Wm. Robyn, now an octogenarian, was for many years at the head of the music department of the St. Louis University and a celebrated violoncello player. The son is a graduate of Washington University, entered the insurance branch when only 20 years of age first as an employee of the Excelsior Fire Insurance Company and when this company went out of business, he became the manager of Wm. D. Van Blarcom insurance office; this position he held till 1880, in which year he formed a copartnership with Mr. Roeslein. Mr. Robyn combines the American energy with the German perseverance, he is a man of the most affable manners and highly esteemed in business and social circles.

LIFE INSURANCE.

It is rather superfluous to tell the intelligent reader — and we presume that all our readers are intelligent — of the great importance, the necessity, and value of Life Insurance to mankind. A life insurance policy, may it be on the endowment or the life plan, is the best investment of a man's savings and no one able to do so should neglect the duty, to insure his (or her) life, who wish to provide for his own old age or for those who have been dependent upon him.

THE GERMAN MUTUAL LIFE INSURANCE COMPANY OF ST. LOUIS.

Bell Main 2746. Kinloch B838.

The German Mutual Life Insurance Company of St. Louis has always been and is still conducted with the greatest carefulness, economy, and consideration, never deviating from the funda-

mental principles, upon which the life insurance business should be transacted. The company was organized in 1857 by Edw. Eggers, Fred Bergesch, Francis Krennig, Adolph Kehr, F. A. H. Schneider, Fred Hauck, Gottlieb Martin, Chas. G. Stifel, Francis Saler, Traugott Thuemler, Geo. Gehrke and Chas. W. Horn. Its present Directors are: Messrs. Chas. J. Doerr, F. W. Biebinger, Dr. Hugo Kinner, R. H. Follenius, Edwin H. Conrades, Lambert E. Walther, Edwin J. Meyer, Anthony J. Nulson, Wm. C. Uhri, Dr. C. F. Hauck, Aug. Krieckhaus, Hugo Muench, Christ A. Stifel, Casper Stolle, Nicholas Guerdan, and Otto J. Wilhelm, with Christ A. Stifel as President, Nicholas Guerdan, Vice-President, and Edwin J. Meyer, Secretary. The latter had been for many years the assistant of Secretary Louis J. Behrens, who died in April, 1902, after having faithfully served this and the Washington Fire Insurance Co. for nearly twenty years in the same position which his father had occupied from the organization of the two companies up to the time of his death. The company has from its beginning won the fullest confidence of the community for the integrity of its management and the safety of those in whose interest its policies are issued. The significant motto of the company reads: "I live and die for those I love;" and it is its constant aim to verify this motto without fail. Among those who in former years rendered very efficient service to the company were Mr. Arthur Olshausen and Mr. Isidor Bush, especially the latter as an expert in Life Insurance matters. The offices are on the third floor of the Commonwealth Building, northeast corner Broadway and Olive street.

THE FULLERTON BUILDING.

Bell Main 2995m.

The Fullerton Building, one of the most elegant structures in the West, is situated on the southeast corner of Seventh and Pine streets, and therefore in the very heart of the business part of St. Louis. Its interior is finished in Italian marble and quarter oak; the plumbing, lighting, heating, etc., are as near perfect as they can be made, and there is no dark or undesirable

office in the entire building, in whose construction no money has been spared. The building is equipped with passenger and freight elevators of the most improved pattern; is strictly fire-proof and contains in its 12 stories 360 rooms. It was completed in 1897, several months after the death of General Joseph Scott Fullerton, by whose estate it is owned, the latter being managed by Mr. Humphrey Fullerton, a brother of the late General, the affairs of the building being conducted by Mr. J. R. Laughlin.

After graduating at Miami University at Oxford, Ohio, and from the Cincinnati Law School, Joseph Scott Fullerton came to St. Louis in 1858, where most of his intimate friends espoused the Southern cause after the breaking out of the Civil War, but he with unwavering loyalty for the Union placed himself in the ranks of its defenders. He became the secretary of a commission appointed by President Lincoln in the fall of 1861 to examine the military affairs of the Department of the West and when this commission had completed its duties, Governor Gamble of Missouri offered him a Major's position in a Missouri Infantry Regiment, which he declined for want of military experience, preferring to enter the army as a private soldier. He participated in all the battles in which the army of the Cumberland was engaged and his military career was signified by unsurpassed achievements of bravery, energy and perseverance; so that his services and merits were duly recognized by well-deserved promotion; the last of which was his appointment as Brigadier-General. In May, 1865, he was assigned to duty to assist General Howard in organizing the Freedmen's Bureau; three months afterwards he asked to be relieved from this duty and resigned his army commission. But the resignation was not accepted and he was ordered to adjust the difficulties existing in Louisiana between State officers, citizens, officers of the military department and the Freedmen's Bureau. In this he was so successful that he received the highest praise from President Johnson. Not wishing to continue his military career, he declined a commission as Colonel in the regular army, and returned to St. Louis to resume the practice of law, but was again pressed into public service by his appointment as postmaster in this city, which office he held for two



FULLERTON BUILDING.

years to the unlimited satisfaction of the administration and the public. Retiring from the law practice in 1890, he devoted himself from that time on to the management of his private affairs, but always took the greatest interest in the welfare of our community and public matters in general, until a sad railroad accident made an untimely end to his active and useful life in March, 1897.

RAILROADS.

In addition to the history of the Terminal Railroad Association of St. Louis, contained in one of the foregoing chapters, we take pleasure in making special reference to the following prominent railroad lines, which so materially add to the passenger and freight traffic facilities, which make St. Louis the commercial and industrial center not only of the Mississippi Valley, but of the entire West and Southwest.

CHICAGO & ALTON RAILWAY.

Ticket Office Bell Main 1024.

“The Only Way” — This is the significant by-name adopted by the Chicago & Alton Railroad and indorsed by the traveling public in acknowledgment of the superior passenger service offered to and enjoyed by travelers on the various lines of the Chicago and Alton Railway System whose respective terminal points are Chicago, St. Louis, Kansas City and Peoria. Quickness, comfort, convenience and elegance constitute the principal qualities of the passenger service established by the Chicago and Alton Railway Company, whose constant aim it is, to furnish its patrons the greatest possible safety, the best accommodation in regard to time for reaching destination, and hours of departure and arrival. This refers to both, day and night trains and is fully evidenced by a glance upon the time tables to be had at every station and sent out on application to the passenger or ticket agent offices in the above named cities. The trains of this company are made up of first-class engines and passenger cars

of newest and most modern construction, including reclining and revolving chair parlor cars, dining-cars on day trains and cafe dining cars (for breakfast) on night trains, and Pullman sleepers of the latest and most approved style. No extra pay is charged on the reclining and revolving chair cars which afford, aside from comfort, all desirable observation facilities.

The construction of the rock ballasted roadbed on all the lines of the system is unsurpassed and furnishes particular guaranty of safety and, every precaution known in modern railroad management is used for the protection and security of travelers. The marble-like roadbed and the oil-sprinkled crossings make the line between St. Louis and Chicago and St. Louis and Kansas City even in summer almost entirely free from dust, a fact duly appreciated by the public, in addition to the comfort produced through the scrupulous cleanliness in which the interior of the cars are permanently kept. The train employees are known for their uniform attention and politeness and nothing is left undone by the officials of the company, to give its patrons the fullest satisfaction and to preserve the enviable reputation, to which the Chicago & Alton can point with justified and well-deserved pride. The Chicago & Alton Railway passes through a magnificent part of our country, it traverses regions of unequaled fertility for agricultural purposes and abundant in material resources, well timbered and rich in building stone, coal, fire clay, etc. Thrifty, industrious, cultured, and moral people inhabit the cities, towns and villages, hamlets and farms along its lines, but there is still room for many more and information in this respect is cheerfully given by Mr. E. S. Wilson, in Mexico, Mo., the industrial agent of the company. For information in reference to travel the following officials of the company may be addressed: Geo. J. Charlton, General Passenger Agent, Chicago, Ill.; D. Bowes, Assistant General Passenger Agent, St. Louis, Mo.; B. L. McLain, General Agent, Passenger Department, Kansas City, Mo.; and A. G. Robinson, General Agent, Passenger Department, Peoria, Ill. The St. Louis Ticket Office is located in the Carlton Building, N. E. corner Sixth and Olive streets.

PENNSYLVANIA RAILROAD
VANDALIA LINE ————— PENNSYLVANIA LINES.

SOUTHEAST CORNER SEVENTH AND OLIVE STREETS.

Ticket Office, Bell Park 250. Kinloch, C1604.

E. A. FORD,
General Passenger Agent.
J. M. CHESBROUGH,
Asst. Gen'l Passenger Agent, St Louis.

N. W. TAYLOR,
General Freight Agent.
W. H. COLEMAN,
Asst. Gen'l Freight Agent.

TO OLD MEXICO

Every Day in the Year and
Sundays, too.



Not the First, Not the Last,
But the Only.

THE MISSOURI,
KANSAS & TEXAS
RAILWAY CO.

OPERATES FIRST CLASS DRAWING ROOM SLEEPING CARS
BETWEEN ST. LOUIS AND THE CITY OF MEXICO WITH-
OUT CHANGE EITHER OF CARS OR TRAIN ATTENDANTS.

TRAIN LEAVES ST. LOUIS DAILY AND SUNDAYS,

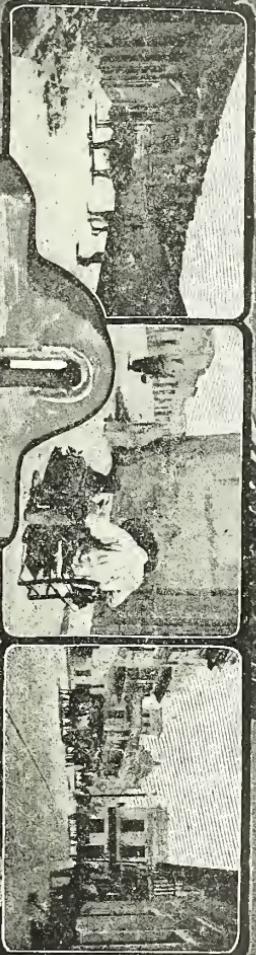
TOO, AT 8:32 P. M.

First day out it passes through the beautiful Indian Territory, the second morn-
ing it is at SAN ANTONIO, TEXAS, the City of Missions. In the evening it crosses
the Rio Grande at Eagle Pass (the Mexican Frontier). Thereafter the route is via the
most picturesque portion of Old Mexico.
For a charming little book on this picturesque country, and a souvenir
Mexican coin free, address

James Barrer,

G. P. & T. Agt., M. K. & T. Ry., St. Louis, Mo.

N. B.—These are not Tourist Cars, but the finest equipment of the Pullman Co.



THE FRISCO LINE.

Ticket Office Bell Main 675. Kinloch B1041.

For variety and change of scenery and for the number and diversity of the interests it serves, the St. Louis & San Francisco Railroad, more commonly known as "The Frisco Line," stands almost without a rival on the American Continent. Nearly every great railway system can boast of a fertile agricultural territory, or a productive stock range, or a mineral field of more or less promise; but the Frisco Line not only reaches of all these and offers special inducements to prospective homeseekers and investors along its rails, but also forms a direct and picturesque route between most of the greater commercial centers of the West and Southwest. For agricultural pursuits, no country offers better prospects—and few as good—as Oklahoma. The corn, cotton, wheat, oats, barley, rye, sugar beet—in fact almost every cereal indigenous to either the North or South can be raised side by side and in astonishing quantities in Oklahoma. Its wheat took first prize at the Chicago Exposition; its corn has acquired a worldwide reputation for quality and abundance of yield; and its cotton has helped as much as any other one factor to make Oklahoma rich. An illustrated pamphlet entitled, "Oklahoma," has been issued for free distribution by the Passenger Department of the Frisco Line. It describes in some detail the resources and products of the territory; but no publication can adequately portray the fertility and wealth of this wonderful country—it must be seen to be appreciated.

Just a word as to the lead and zinc fields of Southwest Missouri and Northwest Arkansas; just a word to call attention to the fact that the Frisco Line is the direct route to this district. The mineral fields—though as yet partially undeveloped—have attracted such national attention as hardly to require comment here. Their wealth and promise have been thoroughly exploited in "The Ozark Uplift," written by Mr. Walter B. Stevens, published in the St. Louis *Globe-Democrat*, and reprinted in book form by the Frisco Line. The fruit industry of the Ozark Plateau, in Missouri and Arkansas, probably offers

greater inducements to the man with small capital than any other section of the country. It is a matter of record that one acre of ground in Northwest Arkansas produced, in the season of 1900, enough strawberries to net the owner one hundred and seventy dollars over and above all expenses. This speaks eloquently but not extravagantly, of the fruitfulness of the Ozark district. Ozark apples have taken prizes at almost every interstate and international exposition that has been held in recent years. At Chicago, Omaha, Atlanta, Paris, and many other expositions the Ozark apple has received substantial recognition and praise. And there is yet plenty of land suitable for fruit raising which has not been developed, or even cleared of the virgin forest. Hundreds of families have sought the cheap lands and invigorating climate of the Ozark fruit belt. As a rule, they have prospered; and as before stated, there is still room for thousands more. The line of the St. Louis and San Francisco Railroad runs from St. Louis and from Kansas City, through Springfield, to Monett, Mo. At this point three divisions branch out, one to Texas, one to Western Kansas, and one to Oklahoma. A fourth line branches from Sopulpa, on the Oklahoma Division to Denison and Sherman, Texas. The Frisco Line is a good railroad and it reaches a good territory; as a scenic route it is unsurpassed.

The officers of the company are: B. F. Yoakum, President; B. L. Winchell, Vice-President and General Manager; A. Douglas, Vice-President and General Auditor; C. H. Beggs, Vice-President and Purchasing Agent; Bryan Snyder, Passenger and Traffic Manager; Alexander Hilton, General Passenger Agent. The general offices are in the Century Building, the ticket office is on the southeast corner of Eighth and Olive streets, St. Louis.



" FOLLOW THE FLAG."

TAKE THE
Wabash Line

Ticket Office, Bell Main 2072.

To **KANSAS CITY, CHICAGO, OMAHA,
DES MOINES, TOLEDO, DETROIT,
and BUFFALO.**

Its Own Rails All The Way.

**High Class Through Car Service to Points
Beyond.**

**Elegant Equipment, Smooth Roadbed and
Fast Time.**

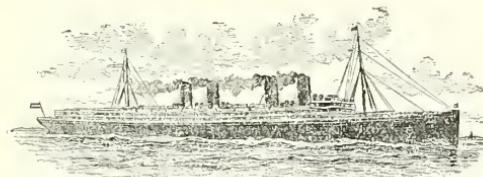
**ST. LOUIS CITY TICKET OFFICE,
Eighth and Olive Sts.**

OCEAN PASSENGER TRAFFIC.

H. OVERSTOLZ,

106 NORTH BROADWAY.

Kinloch B511.



This firm was established in 1896 by Mr. Hermann Overstolz, who had for many years been the manager of the foreign and ocean passenger department of the International Bank, which position gave him a thorough knowledge and valuable experience in this particular branch of business. He is the General Passenger Agent of the Hamburg-American steamer line for Missouri, Kansas and Arkansas, and sells ocean tickets to and from all parts of Europe. The firm has an extensive foreign exchange department, buys and sells drafts payable in Europe, issues letters of credit available in any part of the world, makes the collection of claims and inheritances in the United States and Europe a specialty and advances on such if so desired. The promptness and reliability of the firm, which commands very ample means and has direct connections with all the foreign financial centers, is but proven by the fact, that its business has become more extensive from year to year as the well-deserved result of the great care and attention given to the wishes of their patrons and the faithful execution of all business entrusted to the firm. Mr. Overstolz devotes all his time to his various duties and is always ready to give the best advice and information to those who intend to go to Europe or to arrange for the coming over of relatives and friends. The office was for a number of years at No. 100 North Broadway, but is now three doors further north on the same thoroughfare, accessible from all parts of the city.

II. OVERSTOLZ, Pres't. ADOLF BRAUN, Vice-Pres't. KARL ZELLER, Sec. & Treas.

GENERAL EUROPEAN STEAMSHIP AGENCY TRAVELER'S TICKET OFFICE CO. (INCORPORATED.)

GENERAL PASSENGER AGENTS:
ANCHOR LINE, GLASGOW, LONDONDERRY. 106 N. Broadway, St. Louis, Mo.

AMERICAN LINE, Southampton, London.

NORTH GERMAN LLOYD, London, Paris,
Bremen.

CUNARD LINE, Liverpool, Queenstown.

PRINCE LINE to Italy.

DOMINION LINE, Liverpool, Queenstown.

RED STAR LINE, Antwerp.

FRENCH LINE, Havre-Paris.
HOLLAND-AMERICAN LINE, Rotterdam,
Amsterdam.

SCANDINAVIAN-AMERICAN LINE, Denmark,
Norway, Sweden.

NAVIGAZIONE GEN'L ITALIANA, Italy.

WHITE STAR LINE, Liverpool, Queenstown.

FOREIGN EXCHANGE BOUGHT AND SOLD.

Drafts and Money Orders in Any Sum to All Parts of the World.
Letters of Credit. Transfers of Money to Europe by Cable.

Kinloch B511.

INTERSTATE CAR TRANSFER CO.

Bell Main 1902. Kinloch A15.

This company was organized in 1896 by Messrs. W. K. Kavanaugh and Jas. Y. Lockwood and incorporated in the same year by the following well-known business men and capitalists: S. M. Kennard, Walker Hill, John F. Lee, W. K. Bixby, J. B. C. Lucas, and the two founders. The Interstate Car Transfer Co. attends, as its name indicates, to the transportation of railroad cars (loaded or empty) across the Mississippi river between St. Louis and East St. Louis and to other points above and below. It owns a number of tugs and barges and forms an important auxiliary to our trade and commerce. Mr. W. K. Kavanaugh, the President of the company, is since many years a resident of St. Louis, was for a long time connected with the State Bank and is since 1899 the President of the St. Louis Cotton Compress Co. like Mr. Lockwood, an energetic, enterprising and highly respected business man. Mr. Jas. Y. Lockwood, the Secretary and Treasurer, is a son of Richard J. Lockwood, who came to St. Louis in 1830 and was for many years connected with the river trade as owner and captain of various boats, but later on in the ship chandler business as head of the old firm, Hill &

Lockwood, and their successors Lockwood & Wider, and after the latter's death, under the firm name of R. J. Lockwood. The company is well patronized and the scope of its business is constantly increasing as the result of the great promptness with which all orders entrusted to the same are invariably executed ; as a consequence of its continued growth the capital has recently been increased from 300,000 to 500,000 dollars. The offices of the company are in the Security Building, southwest corner of Fourth and Locust streets.

COAL AND COKE.

The coal trade of St. Louis is naturally very large, having to supply the thousands of factories with their innumerable steam boilers and the many more thousands of dwelling houses, business establishments, office buildings and public institutions with the necessary fuel, aside from the large quantities of coal used in hotels, restaurants and private kitchens. All this coal comes from adjacent counties of Illinois, most of whose mines are not far from our city. The transportation facilities have become more satisfactory from year to year, so that at present fourteen different railroads bring coal across the river. The hard or anthracite coal, so largely used for self-feeding stoves and furnaces in private residences and offices, is brought here from Pennsylvania, which also supplies the greater part of coke used here. The coal from which the gas is produced by the local gas companies comes from Pittsburg and a small quantity of particularly good anthracite from Arkansas. The coal trade constitutes one of the most important business branches, and several great corporations and many prominent firms devote themselves to the distribution of this commodity in wholesale and retail. There were received in 1901 (in round figures) 4,956,000 tons, including 200,000 tons of anthracite coal. The receipts of coke during that year amounted to 213,000 tons.

BERRY-HORN COAL CO.

Bell Main 2475A. Kinloch A1882.

This company was incorporated ten years ago by Henry Horn, A. L. Berry and Thos. Horn, which three gentlemen are its directors, Mr. Henry Horn being the President, Mr. A. L. Berry the Vice-President and Manager. The offices were first located in the Roe, then for years in the Union Trust and are now in the Carleton Building. They handle the best grades of anthracite and soft coals as well as the celebrated Pocahontas coal and are the sole agents for the Douglas Purity Smithing Coal. The Pocahontas furnace coal is conceded to be the highest grade of coal for heating purposes known; it resembles somewhat the semi-anthracite coal from Arkansas, but contains a larger percentage of carbon and less sulphur, and has high cooking qualities, thereby giving intense heat without smoke, holding out for a long time and producing no clinkers. It is delivered in sacks, thus preventing dust, dirt and damage as caused by rehauling. Three shovels of Pocahontas coal will keep fire over night. Their Purity smithing coal is acknowledged the best for smithing and welding by the most experienced mechanics and is therefore used in all the great railroad shops of the country. The company also makes a specialty of Horn's egg coal which is a soft coal broken to about the size of anthracite furnace coal; it is free from slate, burns without clinkering and is considered the best coal for domestic use brought into this market. An extensive wholesale as well as retail trade enables the Berry-Horn Coal Co. to give their customers all possible advantages as to conditions and prices and the firm is well known for its reliable and fair dealing. The Messrs. Horn live in Du Quoin, Ills., and supervise the operating of the mines; Mr. Berry is a resident of our city, a member of the Mercantile Club and highly esteemed by all who know him.

EDGAR T. WELLIES, President.

GEO. T. CUTTS, Vice-Pres. and Gen'l Manager.

A. W. CARR, Sec'y and Treas.

THE CONSOLIDATED COAL CO.

. . . OF ST. LOUIS . . .

Bell Main 1096.

MINERS AND SHIPPERS OF

Kinloch A1784.

MT. OLIVE BITUMINOUS COAL TRENTON

W. L. SCHMICK, Northwestern Agt., Old Colony Bldg., Chicago, Ill.

GENERAL OFFICE: Laclede Building, Cor. Fourth and Olive Streets, St. Louis, Mo.

DEVOY & FEUERBORN.

Bell Main 1321, 1322. Kinloch A81.

We take great pleasure in calling our readers' attention to the above firm, one of the best known in their branch. The business was established in 1885 by Mr. Edward Devoy and Mr. E. R. Feuerborn. Their office was first located at 704 Pine, but is since several years in the commodious quarters, 315 North Seventh street, in the Mercantile Club Building. Messrs. Devoy and Feuerborn are wholesale and retail dealers in anthracite, Illinois, Pittsburgh and blacksmith coal, also coke for family use, having gradually built up a very large trade by serving their patrons at all times with a good price-worthy article, and accommodating them in every possible way. They have in course of time been awarded some of the biggest contracts here and elsewhere, and have always given the fullest satisfaction. They are known for fair and square dealing, and the number of their customers grows from year to year. The principal trade of this firm is local, but aside from this, large sales are constantly made to consumers in the State of Illinois, Missouri, and Arkansas. The firm was incorporated 1894 by Edward Devoy, E. R. Feuerborn, and James S. Kuhn, who up to that time had been cashier of the firm. Mr. Devoy is the President, Mr. Feuerborn the Vice-President, and Mr. Kuhn the Secretary of the company. All three gentlemen were born here and belong to old St. Louis families. Mr. Devoy is a member of the Merchants Exchange, belongs to several social organizations and is one of our most popular, active and energetic business men and he as well as his partners are much esteemed by all who enjoy their acquaintance.

DIEKMANN COAL COMPANY.

Bell Tyler 357. Kinloch C580.

Mr. Louis C. Diekmann commenced operations in the coal, wood, coke and charcoal business in 1884, and has by his energy and perseverance earned a well-deserved success, so that the

Dickmann Coal Company which he organized some years ago, ranks among the largest firms in its branch. The firm sells the best grades of Illinois coal, as for instance the Piedmont, Trenton, Big Muddy, Brookside, O'Fallon, etc., handles large quantities of hard coal and coke of the best quality, and is the most extensive local dealer in charcoal. It is their constant aim to give their customers all possible satisfaction as to quality and prices, filling all orders large or small with the greatest care and promptness. The yards of the company were for many years at Thirteenth and Tyler streets, but are now on Main and North Market, where they have switches connected with all the railroad lines. Mr. Louis C. Dickmann is the President and Mr. Henry C. Dickmann the Secretary of the company, both men of the strictest business principles and fair dealing in all their transactions, and highly respected by all who know them. Mr. Louis C. Dickmann has served the community as a member of the House of Delegates, during three consecutive terms, in one as speaker of that branch of our municipal legislature, and has won for himself in these capacities an enviable reputation for honesty and integrity, attributes nowadays rather rare in official life. He and his brothers are St. Louisians by birth, and much devoted to the commercial and other interests of their native city, at all times ready to assist in their promotion.

DONK BROTHERS COAL AND COKE CO.

Bell Main 686, 2700, 687. Kinloch D1521, 1522.

One of the oldest firms in the coal branch, the Donk Bros. Coal and Coke Co. is now more than forty years in existence, having been established in 1860 by August F. Donk, the oldest of the three brothers, which afterwards constituted the firm of Donk Bros. & Co. The present company was organized and incorporated in 1893 by August F. Donk, Edmund C. Donk and Albert Rauscher. After the death of the oldest brother a new Board of Directors was formed with Mr. E. C. Donk as President, Mr. E. H. Conrades, Vice-President, and Mr. Albert Rauscher, Treasurer. Mr. Wm. F. Gould occupies since many years the position of Secretary. The firm was originally located on Second, between

Market and Chestnut, then on Olive between Third and Fourth, but the constant extension of their trade made larger quarters, necessary, which were found in the Merchants Exchange Building at the southwest corner of Third and Pine streets, where they remained until 1901, in which year they removed to the newly erected building, 314 North Fourth street, in which they occupy an office on the ground floor and the entire second story. The company operates several large coal mines in Illinois and deals in anthracite, bituminous, smithing and Arkansas anthracite coal as well as furnace, foundry and domestic coke, genuine Pittsburg gas coke in lump and crushed sizes. The territory of sales includes all the Western States and Old Mexico and they sell more to local customers than any other firm. With the most complete shipping facilities, large yards, which are connected with all our railroads, and numerous branch offices in different parts of the city they are enabled to handle the output of their own and other mines with the greatest promptness and economy. The company has always enjoyed an enviable reputation among consumers here and elsewhere for fair and honest dealing in regard to prices, quality and weight. As a special safeguard for city patrons all their weighers' certificates bear their trade-mark. There is a vast difference between fuel and coke and it has been the invariable aim of this old firm to give their customers at all times the fullest satisfaction. The gentlemen named herein possess ample means, a long experience and excellent business qualifications, are highly respected in our commercial community and well known in social circles. Messrs. Donk and Conrades are members of the Merchants Exchange and belong to the Union Club.

GARTSIDE COAL COMPANY.

Bell Main 1410. Kinloch C622.

It will soon be sixty years that the Gartside Coal Company came into existence and it is therefore the oldest in its branch, which fact is in itself a prestige of rare value, as there are very few industrial or commercial firms in the city which can look back upon such a long period not only of prosperity, but of a

most honorable standing in one of the largest mercantile communities in the country. It was as early as 1843 that Mr. Joseph Gartside established a coal yard in this city, his office for many years being located on Chestnut between Second and Third streets, at that time the center of the real estate and coal trade. The incorporation of the Gartside Coal Company took place in 1873, with Joseph, Charles E. and James Gartside as incorporators, just thirty years after the foundation of the firm. Mr. Joseph Gartside was called from earth a few years after, since which time the affairs of the company have been conducted by Mr. Chas. E. Gartside as President and Treasurer, Mr. James Gartside, Vice-President, and Mr. Alex Hamilton, Secretary. The Board of Directors consists of Messrs. Chas. E. and James Gartside, Joseph A. Duffy, and Alex. Hamilton. The firm operates extensive coal mines in the Big Muddy coal district of Illinois, situated on the line of the Mobile and Ohio Railroad and therefore directly connected with St. Louis, where their yards have switch connections with Union Station and all railroads coming to this city. The company has a branch at Murphysboro, Ill. The product of their mine is a high grade coal, justly celebrated for its richness in carbon and its entire freedom from impurities and for these reasons most suitable for domestic, steam and gas-making purposes. The company employs two hundred and twenty men and has its main office at 1121 Pine street, easily accessible by street cars from all parts of the city. The principles of strictness and integrity laid down by the founder of the firm are strenuously adhered to by his successors whose reliability in all their transactions has won the respect and esteem of the merchants, manufacturers, and private citizens of St. Louis and vicinity and a large territory in our neighboring State of Illinois. Mr. Chas. E. and Mr. James Gartside are natives of this city and well known in commercial and social circles, and the same can be said of Mr. Hamilton and Mr. Duffy.

F. W. KLEINE COAL CO.

Bell Tyler 348m, 642a. Kinloch D1568, B1120, C544.

North St. Louis with its many manufacturing establishments and its thickly settled population consumes great quantities of coal, but has a comparatively limited number of dealers in this commodity. The F. W. Kleine Coal Company is one of them and supplies especially the northern part of the city with bituminous and anthracite coal, likewise with coke and blacksmithing coal. Mr. F. W. Kleine is the sole owner and though only in business since six years has succeeded within this short period to establish a very extensive trade and to gain an excellent reputation, so that his patrons have become more numerous from year to year. The general office is at the coal yards at Prairie and McKissock avenues, close to the railroad tracks, and the branch yards are located at the intersection of Broadway and Buchanan, and on Broadway and Hempstead street. All orders receive prompt attention. Mr. Kleine is well known among business men and in social circles and enjoys the respect of all who know him.

MISSOURI & ILLINOIS COAL CO.

Bell Main 681.

The Missouri & Illinois Coal Company was organized in 1893, and has a large capital invested in mines in our neighboring State of Illinois, situated on railroad lines leading to St. Louis, thus facilitating the shipment to the company's yards and the delivery of carloads to the many local industrial establishments using the bituminous coal from the mines operated by this company. Their large output has always found a ready sale in the city and vicinity for factories as well as private consumers, on account of its quality and the liberal conditions at which it is sold. The company enjoys the confidence of its many patrons, whose number too has become more extensive from year to year, as the result of fair and honest dealing with all its customers without distinction, may the orders be large or small. Mr. H. C. Scott is the

President of the company, Mr. W. S. Scott is Vice-President, and Mr. H. F. Graves the Secretary, all of whom are well known business men of the highest integrity, and enjoy the well-deserved respect of our merchants and manufacturers. The general office was for many years in the Rialto Building, but occupies now commodious quarters in the Mermod-Jaccard Building. Entrance No. 407 North Broadway.

CHAS. QUADE.

ICE, SOFT AND ANTHRACITE COAL.

Bell Tyler 654. Kinloch B1119.

This business was established twenty-six years ago, and it is, therefore, one of the oldest firms in its line, and was from beginning, and during all these many years, located at the same place, where it is now, namely, at Second street and Prairie avenue, in that part of the city which formerly was called Lowell. The firm has a large trade in soft and hard coal, likewise in ice, and keeps a number of teams to do hauling of all kinds, making heavy hauling a specialty. Coal and ice is delivered in any desired quantity and furnished on short notice. Mr. Henry C. Quade succeeded his father, who died a number of years ago, in the management of the business, which has always been conducted with the greatest fairness and the fullest satisfaction to their customers. The Quades are one of the best known and much respected families of North St. Louis, where they have resided for more than a quarter of a century.

RUTLEDGE AND TAYLOR.

Bell Main 984. Kinloch A69.

To be classified among the old firms, is certainly a valuable prestige, but young firms have often advantages of their own, especially so when they consist of young men full of energy and activity, business tact and enterprise, and in speaking of Messrs. Rutledge and Taylor we point to just such a firm. They are dealers in coal; commenced business in 1896 and succeeded in

building up a good trade and a reputation for fair dealing and promptness in all their transactions, giving the same care and attention to the filling of the smallest order and the execution of the largest contract. They sell only the best qualities of anthracite coal (the Sphinx brand being a specialty), and bituminous coal; also coke, and devote themselves particularly to shipments by car loads. The offices of the firm were during the first four years in the Union Trust Building but are now in the Lincoln Trust Building, southwest corner Seventh and Chestnut streets, where they occupy rooms 703, 704 and 705. Here one or the other of the two partners is always found at his desk, ever ready to give any desired information, and the affability and politeness with which this is done, is deservedly appreciated by their patrons and all who come in contact with them. Mr. James E. Rutledge and Mr. Scott R. Taylor belong to the younger generation of business men, are imbued with progressive ideas and very popular both in business and social circles.

GLENDALE COAL AND MINING CO.,

Successors to Wm. Brandenburger & Sons.

MINERS AND SHIPPERS

Glendale Double Screened Coal,

Also Dealers in All Grades of

HARD AND SOFT COAL.

Office, Room 403 Granite Building, 4th and Market Sts.,
ST. LOUIS, MO.

Bell Main 736.

Kinloch B170.

SCRUGGS-McCLURE COAL CO.

Bell Main 704. Kinloch B56.

The Scruggs-McClure Coal Company, established in 1891, stands in the front rank of its particular branch. The incorporators form the Board of Directors and are also the officers of the company, viz.: Mr. C. O. Scruggs, President; Mr. R. M. Scruggs, Vice-President, and Mr. G. E. McClure, Secretary. The firm sells hard and soft coal and coke of high grade quality and its very ample means and facilities enable it to furnish its patrons the product of some of the best Illinois and Pennsylvania coal mines at the lowest possible price. They make the family trade a specialty and are known for the great exactness and punctuality with which they execute and deliver all orders, large or small, entrusted to the firm. The general office was during a number of years in the Oriole Building but is since 1896 in the Union Trust Building in handsome and spacious quarters; branch offices and extensive yards are located on Boyle avenue and Wabash Railroad line and in Webster Groves on the Missouri Pacific Railroad. The number of employees varies from thirty to fifty in accordance with the season of the year. The company has customers in all parts of the city and vicinity, mostly all private customers, who renew their orders from year to year fully convinced to receive at all times the article they desire, fair treatment and prompt service. The gentlemen composing the firm are so well known in the commercial community and in social circles that this fact hardly requires mentioning. They are highly esteemed by all who know them and belong to that class of citizens who are always cheerfully willing to promote public interests and to give their active assistance to laudable enterprises and matters of general welfare.

THE ST. LOUIS AND BIG MUDDY COAL CO.

(HURRICANE COAL STORE CO.)

Bell Main 738.

The St. Louis and Big Muddy Coal Co. is one of the oldest coal companies of the West and justly celebrated for the quality of its 15K

output. Its special brand is the Hurricane Coal, mined at Carterville, Ills.; the same is conceded to be, when unwashed, as good as any coal that comes into St. Louis from Illinois mines. The company has at Carterville a coal washer capable of producing six hundred tons of washed coal per day; this washed coal is made in five sizes, and is by far the cleanest soft coal brought here. The process of washing used at Carterville, is the best in existence and the coal is of superior quality, as acknowledged by all experts and proven by scientific analysis. It is therefore only a just claim on the part of the St. Louis & Big Muddy Coal Co. that its washed coal is the best sent out from Illinois. The general quality of the coal hailing from these mines is known far and wide, though the principal territory of sales are the Western States; one-third of the output is sold in St. Louis, nearly as much in Chicago and the balance is distributed from Louisiana to the Dakotas. The company is the greatest coal shipper on the Illinois Central Railroad, which brings more coal into our city than any other road. With all possible facilities for transporting, loading and unloading, large yards with the necessary track connections, numerous teams for delivery in the city, the company is in a position to execute the largest orders without delay, and it can with justifiable pride point to the fact that it has punctually filled all its contracts, and was never hampered by interruptions so frequently occurring nowadays by labor complications of all sorts. The most careful attention is always given to the filling of orders, may they be large or small, and the promptest delivery is the invariable rule of the company, which is so well known for its fair dealing with all its patrons. Mr. Sam. T. Brush, the President, lives in Carbondale, Illinois; the Secretary and Treasurer, Mr. James C. Brush, resides in St. Louis, and both gentlemen hold the same positions in the Hurricane Coal Store Company. The offices are in Rooms 502 and 503 Commonwealth Building, northeast corner of Broadway and Olive street, and therefore in the business district of the city.

MADISON COAL CO.,

Suite 1205 Union Trust Bldg., Olive, N. W. cor. Seventh,

ST. LOUIS, MO.

Bell Main 752.

Kinloch B47.

WURST COAL AND HAULING CO.

Bell Sidney 112a. Kinloch B359, 368. Telephones in General Office:
in yards: Kinloch B368.

This company was incorporated on December 4th, 1893, by Mr. Andrew C. Wurst, who is the President, Mrs. Andrew C. Wurst, the Vice-President, and Mr. Chas. P. Johannes, the Secretary and Treasurer. They are also the Directors of the corporation. The firm deals extensively in anthracite and bituminous coal, and has a very extensive trade over the whole city, but particularly in the southern part. They handle the various grades of soft coal, among them such high grades as the Trenton, which is acknowledged to be the best brought to this market, the Staunton and Springfield coal, likewise great favorites with consumers; the hard coal sold by them in all sizes is also of the best quality, and it is the constant aim of the firm to give their customers the fullest satisfaction in every respect. They make it a point to deliver all orders with the greatest promptness, and are enabled to do so by a large number of wagons. The firm

makes a specialty of light and heavy hauling, and serves its patrons with punctuality and care, and whatever is entrusted to them in this line is always performed by attentive and experienced employees, of which there are about fifty. The Wurst Coal and Hauling Company is, furthermore, engaged in c'ty sprinkling; has its general office and stables at 2120 South Third street; the yards are located on Lesperance street, close to the tracks of the St. Louis, Iron Mountain and Southern Railroad, which gives them all desirable facilities for receiving and unloading, and connects them with all other railroad lines. The firm is known for its honest and fair dealing, and enjoys a well-deserved reputation.

GLUE, ICE AND COAL.

TAMM BROTHERS.

Bell Lindell 703. Kinloch C341.

The Tamm Brothers Glue Co., the Tamm Brothers Ice and Cold Storage, and the Tamm Brothers Coal Company, constitute a trio of business enterprises which form a little world of their own in the western part of our city. The premises, on which they are carried on, cover several acres of ground on Manchester, Vandeventer and Sarpy avenues. The large buildings which serve for the different manufacturing purposes, are equipped with the most complete machinery and appliances for the production of glue and artificial ice respectively, and great care and attention is paid in the two separate features to the processes by which they are produced. The various kinds of glue, all made of animal substances, are favorably known to the trade and consumers for their excellent quality and great efficiency, and the artificial ice is produced by the best and most scientific method, free from all impurities and fulfilling all hygienic demands. It is therefore only natural that they have a very extensive sale, and that the output comprises quantities of the greatest volume. The close proximity of several railroad lines affords ample switch facilities for the unloading and loading of cars. A spring,

furnishing the clearest water, located on the premises, led to the erection of an artificial ice plant in 1891, and the ice made from this water is of the best possible quality and unsurpassed in clearness. The glue factory was established in 1873 by Mr. Max Tamm, the President of the different companies, after gaining a thorough knowledge of this industrial branch in an Eastern factory. The cold storage department occupies a large building for the exclusive use of this particular branch. The coal company deals in hard and soft coal of the best quality and has a large trade in the west end and suburbs. Mr. Jacob Tamm, the father of the present proprietors, came here as early as in 1842 and died in 1894 after a long and useful career; he was prominent in mercantile, industrial and financial circles, for many years President of the United States Savings Association, a man of the highest integrity and respectability. These qualities are fully shared by his successors, who conduct their business in accordance with the staunch principles laid down by their ancestors. Mr. Max Tamm was born in this city, visited first our public schools and completed his studies during a four years sojourn in Germany; he is an active, enterprising man, gives all his time and attention to his many business duties and is always willing to promote public interests. The different branches of the firm stand under his direct supervision and management, he being the President and Treasurer, and H. S. Tamm the Secretary of the three companies.

THE LACLEDE BUILDING.

The Laclede Building, completed in 1888, is one of the handsomest office buildings in the city. It stands on the southwest corner of Fourth and Olive streets, in the very midst of our financial institutions and between the most frequented thoroughfares. Its dimensions are 116 feet wide by 127½ feet deep backing on an alley 15 feet wide, thus affording light and air on three sides. Solidity and strength of construction from foundation to roof are its conspicuous qualities; it is furthermore and in fact fire-proof and unsurpassed in its interior. The structure is eight stories high with facades of granite and iron to the third



LACLEDE BUILDING.

story, the remaining stories being faced with pressed brick trimmed with Lake Superior stone. The main entrance leads from Fourth street to a broad, well-lighted hall and a stairway of easy tread, the staircase being an iron frame on solid foundations with marble steps ascending in consecutive flights to the eighth floor. The elevators are conveniently located, and secure the greatest safety and at the same time all desirable accommodations. The Olive street entrance leads likewise to the elevators of which there are three in number aside from a fourth one for the transferring of safes, office furniture, etc. All the corridors run straight out at right angles, making the building entirely free from bewildering turns or passages; they are perfectly light and well ventilated, and so are all the two hundred and more rooms, which are distributed between the second and the eighth floors. These rooms are supplied with the most modern conveniences. The heating and ventilating apparatus are of the newest approved construction, and nothing has been spared to give the incumbents the greatest comfort. The architects of the Laclede Building were Mr. Stephen D. Hatch and Mr. L. Cass Miller. The latter gentleman has been its efficient superintendent and manager ever since its erection, and under his supervision it is constantly kept in the most admirable order. In conclusion we will add that the entire ground floor is occupied by the Merchants Laclede National Bank and several broker firms.

THE LUMBER TRADE.

The lumber trade of a great city is naturally large, but St. Louis can boast of particular advantages not possessed by many other cities, first of all the Mississippi river which brings the lumber from the northern forests and the lumber regions of the South directly to our door, aside from the extensive receipts by rail from regions not easily reached by water. The pineries of Wisconsin and Minnesota supplied this market almost exclusively till about twenty years ago, when dealers and manufacturers commenced to direct their attention towards the forests of the South with their great variety of wood so well suitable for industrial

purposes. Our city began about sixty years ago to become the distributing point for hardwood lumber in this section of the country and it developed in course of time into the chief center of the lumber trade, supplying in the first place the extensive local consumption for building and the furniture manufacture, which forms one of the most important industrial branches of St. Louis. But it is not only the building and the furniture branch that require immense quantities of lumber, there are the cooper shops, the box factories, the wagon and carriage makers, the car shops, the planing mills, the sash, door, blind and woodenware manufacturers, the molding, frame, mantel and stair factories, which permanently absorb lumber of various kinds. The local consumption in 1901 amounted to more than 500 million feet and one might think that this forms the bulk of our lumber trade, but such belief would be erroneous, as we sell much more outside than within the city. This external trade together with the local gives employment to an army of men distributed over the pineries of the North and the Northwest and the forests of the South aside from those in the yards, saw and planing mills in our midst. St. Louis is the center of the world's lumber trade; the forest product of seventeen States is sold in part by St. Louis firms and the capital invested here in this branch amounts to many millions.

BLOESS LUMBER CO.

WHOLESALE COMMISSION

LUMBER

Yellow and White Pine, Cypress and Poplar Lumber,
Oregon Cypress and White Pine Shingles.

Temple Building.

ST. LOUIS, MO.

ABELES AND TAUSSIG.

Bell Main 1387.

This firm was established in 1884 by Messrs. Robert Abeles and B. J. Taussig, and the style of the firm remained unchanged though Mr. Taussig withdrew from it nearly ten years ago on account of other interests, which absorb his undivided personal attention. The firm deals very extensively in lumber and made a specialty of railroad timber sold and delivered exclusively in car-load lots to railroad contractors and railroad companies. This timber is furnished in all desired sizes and in all cases directly shipped from the different saw mills owned by the firm in various parts of the West and Southwest. Some of the largest contracts for new lines and for the repair of old ones have been executed by the firm and the prompt and careful filling of all orders entrusted to this house has won for it an enviable reputation among railroad officials and contractors. Ample means and all possible facilities enable the firm to compete successfully with all its rivals in the same branch, and to give its patrons the most liberal terms. Mr. Robert Abeles stands in the prime of life, is a very active business man of the strictest integrity, highly esteemed in commercial circles, a member of the St. Louis Merchants Exchange and several mercantile and social organizations. The office of Abeles & Taussig in the Commercial Building, corner of Sixth and Olive streets, is very conveniently located, being accessible by street cars from every direction.

BOECKELER LUMBER CO.

Bell Tyler 619, 291. Lindell 924. Kinloch D502, C570, A1606.

This firm is the offspring of Schulenburg & Boeckeler, one of the oldest St. Louis lumber firms; the partners in the present firm are Messrs. Wm. L., Henry A., and Adolph Boeckeler and are the sons of the late Adolph Boeckeler Senior, who may justly be called one of the pioneers of our lumber trade by running a saw mill in the northern part of the city as early as 1842. Two years later he formed a partnership with the late Frederick Schulenburg under

the style of Schulenburg and Boeckeler, who in course of time established their own saw mills at Stillwater, Minn., and owned three steamboats, with which they brought the rafts from the northern pineries down the Mississippi to St. Louis. The old firm went out of existence after the death of the two partners, who were highly esteemed for their integrity and excellent character in general. The sons of Mr. Boeckeler are worthy successors of their father and imbued with the same strict business principles, which were so significant in their ancestor. The Boeckeler Lumber Company has its office and yards at the corner of Branch and Hall streets, close to the river fronts and the railroad tracks. The directors and officers of the corporation are: Henry A. Boeckeler, President; Adolph Boeckeler, Vice-President, and Wm. L. Boeckeler, Secretary and Treasurer. They give their whole time and attention to their business and have met with a well-deserved success. The firm deals in white and yellow pine and other kinds of lumber and keeps at all times a large stock on hand so that orders can be filled without delay. A branch yard and office is located at the southeast corner of Sarah street and Easton avenue, to accommodate customers in the western part of the city, and another one at 1520 North Fourteenth street for the accommodation of that district.

DRUHE HARDWOOD LUMBER CO.

Bell Tyler 546m. Kinloch C590.

Mr. Wm. Druhe, the President of the Druhe Hardwood Lumber Company, is one of the oldest lumber merchants of our city, and since more than forty years actively engaged in this important branch of trade. He began operations as early as 1860, and succeeded so well in the development of his trade that the firm stands since many years in the front rank of the branch. The incorporation under the above style took place in 1886 with a paid-up capital of one hundred thousand dollars by Wm. Druhe, Wm. Kroeger and John Druhe, who are the President, Vice-President and Secretary respectively. The firm deals exclusively in hardwood lumber, namely: walnut, cherry, gum, quarter and plain red and white oak, quartered sycamore, hickory, poplar,

plain red and curly birch, hard maple and butternut, and owns several modern-equipped saw-mills in the Indian Territory. The St. Louis yards, located at Second and Clinton streets, cover an area of four city blocks and contain at all times a very large and fully assorted stock, so that even the largest orders can be promptly filled, and the company's very extensive sales, aside from a large local trade, comprise not only the United States but include regular shipments to foreign countries. The reputation of the firm is based upon the strictest business principles, and its well-deserved success is the result of enterprise and perseverance, industry and fair dealing. Mr. Wm. Druhe is one of our representative business men, a member of the Lumber Exchange, since many years the President of the German Literary Society, and prominently identified with various important interests and charitable organizations. Mr. John Druhe is the worthy son of a worthy father, and Mr. Kroeger, whose connection with the firm is almost as long as that of Mr. Druhe himself, is likewise one of the best-known business men of the city.

EAU CLAIRE - ST. LOUIS LUMBER CO.

Bell Sidney 352. Lindell 1055. Kinloch 727.

This company stands at the head of our local lumber firms. It was incorporated in 1888 for the purpose of purchasing and continuing the St. Louis branch of the Eau Claire Lumber Company of Eau Claire, Wis. This branch had been in existence for over thirty years, and its successors, the Eau Claire-St. Louis Lumber Co., has not only maintained the prominent position of the former firm in every direction, but has largely extended the volume of trade. The officers of the company are: N. C. Chapman, President; C. Marbes, Vice-President and General Manager; C. C. Lisenmann, Treasurer, and Julius Seidel, Secretary. Besides these gentlemen W. A. Rust and Fitch Gilbert, residing in Eau Claire, are also stockholders and directors. The company deals in white and yellow pine, and carries a well-seasoned stock of twelve to fifteen millions, and since its existence the business has increased from year to year, the sales reaching now the enormous amount of twenty-five millions annu-

ally. The white pine lumber handled by this firm is brought down the Mississippi river in rafts from Wisconsin and Minnesota, but the days of rafting lumber are numbered, as timber in the north is getting more and more scarce, so that particular attention is nowadays directed upon the yellow pine from Southern States. In accordance with this fact the company has recently acquired two large saw mills in Monroe, Louisiana, with a daily output of 140,000 feet, and sufficient dry kiln and planing mill capacity for the whole output. The St. Louis yards cover a whole block of ground, on South Broadway, between Victor and Barton streets, where 100 men and thirty teams are employed during the summer season, and a somewhat smaller number in winter. The company commands very ample means, and possesses every facility for the transaction of its large business. The management lies chiefly in the hands of Mr. Charles Marbes, whose long experience in the lumber trade and thorough knowledge of all its details has done a great deal towards the constant extension of the firm's business.

JOHN J. GANAHL LUMBER CO.

Bell Main 1952. Kinloch D302.

It was in 1863 when John P. Fleitz and John J. Ganahl formed a copartnership under the firm name of Fleitz & Ganahl, dealers in lumber and all articles pertaining to the lumber trade. Mr. Fleitz removed soon afterwards to Saginaw, the center of the Michigan lumber region, leaving the management in St. Louis in the hands of his partner, who soon succeeded to make the firm one of the largest in its line in this city. Mr. Ganahl purchased in 1879 his partner's interest and incorporated two years later the present firm, of which he was the President and Treasurer until his death, which occurred on the 20th of August, 1898, being ably assisted in the conduct of the business by his sons, Louis J. and Theodore C. Ganahl, the latter of which followed his father into eternity in December, 1900. The Northern forests supply the firm with white pine, the South and Southwest with yellow pine, but aside from these, large quantities of cedar, poplar, ash, maple, oak and other hardwood lumber are dis-

tributed by the company over the various States, comprising the territory of its sales. The trade of the John J. Ganahl Lumber Company has grown from year to year under the sagacious management of its founder, who was known for his integrity, strict business principles and fair dealing in all his transactions; these qualities formed the basis of his success and won him the respect and esteem of the business community and his fellow-citizens in general. This was sufficiently evinced by his repeated election to positions of trust and honor, for instance, as a member of the city council, in which capacity he served during four years with the greatest fidelity and ability. His successors firmly adhere to the principles laid down by him and enjoy, like him, the confidence of their customers. The constant development of the firm's trade made the yards on Second street and Park avenue inadequate in course of time and additional facilities necessary, which caused the establishment of another yard, bounded by South Broadway, Seventh street, Allen and Russell avenues. The present officers and proprietors of the Lumber Company are: Louis J. Ganahl, President; H. F. Reis, Vice-President, and Albert J. Droege, Secretary. They also own the Ganahl Planing Mill and Manufacturing Co., located at Kosciusko street near Geyer avenue, with Louis J. Ganahl, as President; Fidel Ganahl, Vice-President; and M. L. Ganahl, Secretary; whose output consists in boards, frames, doors, sashes, laths, shingles, etc. To give the reader an idea of the extent of the company's trade, we will state in conclusion, that the annual sales average twenty-five millions feet of lumber. The general offices are on South Second street and Park avenue, two blocks east of South Broadway.

PHILIP GRUNER & BROS. LUMBER CO.

Bell Tyler 251, 645. Kinloch C509, B1233.

Forty years is a long period when they refer to the existence of a business firm in our days, in which changes so frequently occur and individuals so often substitute one vocation for the other. The business of which we speak here was founded in 1860, more than forty years ago, and numbers therefore among the oldest mercantile concerns of our city. It was established by

Mr. Philip Grüner, who had left his native land, the then French province of Alsace, in 1853, when only twenty-one years of age as the *avant courier* of his parents and younger brothers, who followed him to this country a few years later. He had come to America in possession of an academic education, having studied at the celebrated University of Heidelberg, but also fully equipped with sufficient courage and the will to take up the battle of life if necessary. It became so and found him well prepared; he was first employed by a large lumber concern in the lumber regions of Michigan, where his thorough knowledge of French and German proved of great advantage to him and where he made himself familiar with all the details of the lumber trade. He and the other members of his family came to St. Louis in 1859, and made this city their permanent home; in the following year he opened a business of his own under the name of Philip Gruner, Jr., & Co.; it soon became one of the leading lumber firms and more extensive from year to year, so that the yards on Cass avenue and Ninth became in course of time insufficient and still larger yards were added on North Broadway between Bremen avenue and Angelica street. The firm name was changed later on to Philip Gruner & Bros. Lumber Co. as a corporation, whose President he was until his death in September, 1898, since which time the business is conducted by the following Directors and Officers of the Company: G. A. Gruner, President; M. Gruner, Vice-President; and L. Gruner, Secretary. Mr. G. A. Gruner and Mr. Louis Gruner, brothers of the late Philip Gruner, have been identified with the firm since its foundation and have always taken an active part in its management, which has at all times been based upon the principles of the highest integrity and uprightness in all transactions, combined with fair dealing toward all their customers.

Most ample means enables them to give their patrons the best possible conditions and their almost inexhaustive stock of well-seasoned lumber affords unsurpassed facilities to the buyer. Every order, large or small, is filled with the greatest care and attention and nothing is left undone to give the fullest satisfaction to the patrons of the firm.

FRED HEIM, DEALER IN LUMBER, ETC.

Bell Sidney 434m. Kinloch C119.

Mr. Fred Heim's lumber yard is located on Russell avenue between 13th and 14th streets, covering the whole block, and is constantly stocked with a full assortment of white and yellow pine, shingles, laths and other building material pertaining to the lumber trade. This large stock enables him to supply builders, contractors and private customers at all times with well-seasoned lumber and his sales comprise all parts of the city and the surrounding country. He enjoys an enviable reputation as a business man and citizen, based upon integrity and fair-dealing in all his transactions. Fred Heim was born and reared in Tyrol, one of the Austrian provinces, and brought with him the proverbial industry, frugality and honesty of the Tyrolese people; after receiving a liberal education in his native land, he and his five brothers emigrated to America and came directly to St. Louis where they first (1850) opened a rope factory on Lesperance street, near the river, having learned this trade at home in their father's workshops. In 1856 the six brothers went into the dairy business, supplying hotels, hospitals and a large number of families all over the city. After a period of ten years the dairy business was given up (in 1866) whereupon two of the brothers entered the brewery business and Fred Heim chose the lumber branch as the field of his activity, meeting with deserved success, as his trade extended from year to year, the sales amounting to several millions of feet annually. He is a man of liberal and progressive views, devotes his leisure hours to science and literature, has a large circle of warm friends and possesses the esteem of all who know him. Two of the brothers are still in the brewing business, but the three others are no longer among the living.

M. J. HELLER LUMBER CO.

Mr. M. J. Heller, the son of Mr. Michael Heller, is since several years the sole owner of this firm, the father having retired from active business after a long and useful career as a

prominent representative of our commercial and industrial community. Judge Heller, by which name he is known all over the city, after having served as a member of the St. Louis County Court from 1874 till 1877, in which latter year the separation of city and county took place, came here in 1840 and he is therefore one of our oldest fellow-citizens. In 1855 he had formed a co-partnership with Mr. Sebastian Hoffman under the firm of Heller and Hoffman, for the manufacture of chairs, and their establishment became one of the largest of its branch within a short time and was chiefly instrumental, that the factories in Ohio, who had in a large measure supplied this market, lost their hold on St. Louis and that their wares were replaced by home product. Mr. Heller conducted the affairs of the firm for thirty-eight years and withdrew in 1894, whereupon he became the President of the M. J. Heller Lumber Company. The judge has always been a prominent figure in the northern part of the city and his active participation in public matters made him known from one end of St. Louis to the other; his uprightness in all his transactions has won him the esteem and respect of our best citizens. The same can be said in reference to Mr. M. J. Heller, who is likewise well and favorably known in our business circles as a man of strict integrity and estimable character. The lumber company was established some twelve years ago and supplies exclusively the wholesale trade selling lumber by the carloads only, and its sales are very extensive. Ample means and a thorough knowledge of all the details of the lumber trade enable Mr. Heller to give his customers the fullest satisfaction in regard to quality and price and all orders are executed with the greatest care and promptness. The office was for many years in the Temple Building, but is now in the Houser Building, northwest corner Broadway and Chestnut street.

KOENIG LUMBER COMPANY.

Kinloch C558.

Mr. F. A. Koenig, Senior, a native of Saxony, came to this country in 1855, and first to Chicago, where he found employment as laborer in a lumber yard. Being promoted in course of

time to yard foreman and City Lumber Inspector, he resolved to establish himself in the trade and for this purpose removed to St. Louis in 1881. Here he began dealing in hardwood lumber on a very small scale but energy and industry made him soon progress. The yard on Second and Louisa street became insufficient and was changed for a much larger one on First and Branch streets, which measures 300 by 150 feet square, with a piling-up capacity of one and a half to two million feet; on the switch which runs into the yard, twelve to fifteen cars can be unloaded at one time. Mr. F. A. Koenig, Jr., joined his father in business in 1891. The incorporation of the company took place in 1899 by F. A. Koenig, Senior, the President, F. A. Koenig, Jr., Secretary and Treasurer, and G. A. Koenig, who acts as Yard Overseer. The firm deals in all sorts of hardwood, especially poplar and oak (poplar box and panel shelving) and handles also yellow and white pine and cypress. They own saw mills at Newbern, Tenn., and Oak Ridge, Miss. From 20,000 to 25,000 feet are cut daily. Mr. Koenig Senior, who, in spite of his seventy-six years, is yet very active, attends himself to the buying of timber lands, in the aforesaid States and superintends the sawing and shipping of the ready lumber to St. Louis, where from twenty-five to thirty men are constantly employed in the yards. The trade is exclusively local, the father and the two sons are the sole owners of the business, which is carried on with an ample cash capital of 20,000 dollars. Their success is due to honest and fair dealing, great attention given even to the smallest order and the faithful compliance with the wishes of their customers. Mr. F. A. Koenig, Jr., manages the business in St. Louis, was born in Illinois, received a liberal education, devotes his time and ability to his duties and is an affable German-American in the best sense of the word.

L. METHUDY.

Mr. L. Methudy, born in Vienna, Austria, 1837, came to this country in 1855; spent the years preceding the Civil War as clerk in a large exporting firm; soon after the outbreak of the war he joined the Union army; after serving some time in the Engineer Corps he was promoted to First Lieutenant and subsequently to
16K

Captain of Artillery. During his time of service he was assigned to duty as Acting Assistant Adjutant-General, and was one of the last officers mustered out of the service (May 1, 1866). Soon after he made St. Louis his home, entered the lumber business and in 1870 founded, together with Mr. Geo. F. Meyer, the firm of Methudy & Meyer, who, until 1889, did a large inland and export business in all kinds of building and furniture woods. From 1889 until October, 1898, he carried on this business in his own name, and lately he consolidated his interests with the Gordon Lumber Co., one of the largest lumber and saw mill concerns in the West, which, with its associate mills, controls an output of 75,000,000 to 80,000,000 feet p. a. He has been identified with various public interests since 1870, was a member of the St. Louis School Board, for many years a director of the National German Teachers' Seminary in Milwaukee, one of the charter members of the National Conservatory of Music in New York, for thirteen years a director in the St. Louis Exposition and Music Hall Association, also for many years a Director, and for two terms President of the Germania Club, served as President of the Twenty-fifth National Festival of the North American Saengerbund, is a member of the Military Order of the Loyal Legion of the U. S., also a member of the G. A. R. and other societies. A highly cultured and very affable gentleman, active and energetic in business, and much esteemed in social circles. His office is in the Wainwright Building.

R. H. HOLMES, Pres.
H. HAFFERKAMP, V.-Pres.

J. H. HOLMES, Treas.
R. H. THOMPSON, Sec.

J. A. HOLMES LUMBER CO.

401 South Eleventh Street,

Bell Main 820.

ST. LOUIS.

REHEIS-ROLFES LUMBER CO.

Bell Main 1268. Kinloch D391.

The above firm is one of the latest additions in the lumber branch of our city, but can, nevertheless, point to a successful career and a constantly growing trade as the natural result of fair and reliable dealing. The company was organized a few years ago by Messrs. John A. Reheis, Henry G. Rolfes and Joseph P. Groepper, and incorporated in 1900 with the three proprietors as Directors and officers as follows: John A. Reheis, President; Henry G. Rolfes, Vice-President, and Joseph P. Groepper, Secretary. Mr. Reheis was for fifteen years connected with the John J. Ganahl Lumber Company, whose services he had entered when a mere youth, but had soon won the confidence of his employers and a responsible position, thereby acquiring the fullest experience in the lumber line. Mr. Rolfes was, likewise, during many years with the Ganahls, and is also an expert in the business. The firm carries at all times a large stock of hardwood lumber, especially yellow pine, which is mostly sold within the city and neighborhood. The office and yards, located on Twelfth and Gratiot streets, give them the advantage of switch connections with the various railroad lines. The business of the firm is conducted by Messrs. Reheis and Rolfes, who give it the closest attention, and whose aim it is to extend to their customers the best conditions as to prices and quality. The three owners have always lived here; are active, industrious young business men, and are well known and esteemed by all who know them.

ADELBERT STRAUSS, Pres.
M. J. NULSON, V.-Pres.

C. T. STRAUSS, Sec.
F. E. NULSON, Treas.

MALVERN LUMBER CO.

Chemical Building,

721 Olive Street.

Bell Main 1124m.

WALDSTEIN LUMBER CO.

Bell Main 721a. Kinloch D308.

The founder of the firm from which the Waldstein Lumber Company emanates, the late Mr. Nathan Waldstein, was one of the best known business men of our city, highly esteemed in mercantile as well as social circles and at all times willing to promote the interests of the community and to assist in all undertakings for the good and welfare of St. Louis. He became familiar with the lumber trade as Superintendent of the St. Louis Hub & Handle Manufacturing Company and went into the lumber business in 1878. The incorporation of the Company took place in 1892 with Nathan Waldstein, F. Waldstein and H. F. Heuer as incorporators. The death of the senior partner occurred in 1900, since which time the ownership rests in the Waldstein Estate, Mr. F. Waldstein, Mr. J. L. Benas and Mr. H. F. Heuer. The officers of the company are: F. Waldstein, President; J. L. Benas, Vice-President; and H. F. Heuer, Secretary, who also constitute the Board of Directors. The company deals exclusively in hardwood lumber of every kind, brought here from the respective lumber regions to their large yards located in close proximity to the Mississippi river and connected by switches with the various railroad lines. Very ample means and a business experience of many years enable the proprietors to execute the largest contracts on the most liberal conditions and to fill all orders with the greatest promptness from their fully assorted and very complete stock. The handling of the lumber is done by thirty employees under the supervision of experienced foremen. The territory of their sales comprises the United States and Canada aside from considerable exportations to European countries. Messrs. Waldstein, Benas and Heuer devote all their time, energy and attention to the strict performance of their duties and are known for their reliable and fair dealing with all customers of the firm. The yards are located on Rutger between Main and Second streets, the office being at 146 Rutger street, two blocks east of South Broadway.

SASHES, DOORS, BLINDS, ETC.

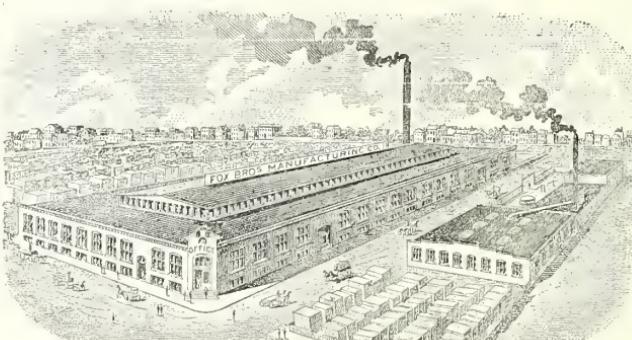
The permanent growth of St. Louis, its spreading out continuously in every direction, where the river does not stand in the way, creates an uninterrupted addition of new houses of every character, but all of them need sashes, doors, blinds, stairs, and other wooden equipments, and this accounts in part for the extensive output of the factories of which we speak below. The manufacture of the articles just named forms an important branch of our industries; they are made here in great variety of standard sizes and shapes, or to order, and the stock of the former is at all times so extensive that even the largest orders can be filled without loss of time. The local consumer demands the greater part of the product, and the remainder is readily absorbed outside, as the voluminous shipments show the annual sales amount to millions of dollars, and the branch gives employment to thousands of hands.

FOX BROTHERS MANUFACTURING CO.

Kinloch C1029.

The extensive establishment of the Fox Brothers Manufacturing Company, on the corner of Ohio avenue and Sidney street, had a rather modest beginning. It consisted in a planing mill, located on the southwest corner Kosciusko and Trudeau streets, carried on by Mr. George C. Fox, from 1882 until 1889. During the previous year the new plant was built, and in 1889 set in operation. The incorporation of the firm took place on January 29 of the same year with Mr. George C. Fox, Phil. J. Fox, and E. A. Thomas, as incorporators. The present officers of the company are: George C. Fox, President; Philip J. Fox, Vice-President, and George C. Fox, Jr., Secretary and Treasurer. The firm manufactures sashes, doors, blinds, and mouldings of all kinds, and the product of the factory is not surpassed in quality and workmanship by that of any other establishment. They use only well-seasoned wood of the best quality, have always a large stock of lumber on hand, and employ skilled work-

men in the various departments, and the designs come from able and experienced hands, and are of the most modern pattern. The factory buildings contain the most approved machinery and a complete equipment of all facilities known to the branch, so that everything coming from these workshops, from stock on hand or made expressly to order, give the fullest satisfaction. Every article is carefully examined before leaving the premises and all orders, may they be large or small, receive the greatest care and attention besides being filled with remarkable promptness, a matter of much importance to contractors and builders. The



firm is known for its reliability and fair treatment of all its customers and has a well-earned reputation among architects and the building trade in general. They possess ample means and can give their customers the best possible terms in regard to prices and all other conditions. The two brothers, Mr. Geo. C. and Mr. Phil. J. Fox, are both practical experts in their line and devote all their time and ability to the conscientious fulfillment of their business duties, for which they find a well-deserved reward in the constant growth of their trade and the uninterrupted addition of new patrons.

PHILIBERT & JOHANNING MANUFACTURING CO.

Bell Main 2307. Kinloch D20.

The origin of this establishment dates back as far as 1837 and consisted in a planing mill run by horse power located on Olive between Second and Third streets. It remained here until 1856 and from that year on and ever since on Market street between Fifteenth and Sixteenth, where the factory takes up more than half a block aside from the lumber yards of the company which cover the entire area from Walnut to Eugenia between Seventeenth and Eighteenth streets. The incorporation under the present name took place in 1881 after the death of Mr. Philibert, whereupon Mr. J. W. Kaiser became President and Mr. W. G. Frye, Secretary and Manager. The death of Mr. Kaiser caused another change and the officers of the company are now: M. G. Frye, President and Treasurer, and Henry Arnold, Secretary. They manufacture sashes, doors, blinds, glazed windows, frames, balusters, newels and stair work of every description, unsurpassed in material and workmanship. A very large number of skilled hands are constantly employed in the extensive workshops, superintended over by able and experienced foremen, and the quality of the output has resulted in a continued growth of trade. The yards contain at all times an extensive stock of well seasoned hardwood lumber, supplying the factory with the best material. The woodwork in many of the finest buildings and private residences in St. Louis and vicinity comes from this company and gives evidence of the great care with which all orders are executed. The Philibert and Johanning Manufacturing Company has also an exclusive jobbing department, furnishing all the various articles to dealers in quantities to suit. The general supervision of the firm's business lies in the hands of Mr. Wm. G. Frye, who has been connected with the house for more than twenty years, and who possesses a thorough knowledge, theoretical as well as practical, of all the details in the branch. Aside from this fact he has surrounded himself with a corps of able assistants in the various departments, one of them being Mr. F. Louis Seidel, for many years a manufacturer of

store and office fixtures and artistic house interiors. Under Mr. Frye's able management the firm's trade has grown from year to year and its sales extend over a large territory, especially Missouri, Arkansas, Mississippi and Texas, besides a very large local trade. Mr. Wm. G. Frye is a native of St. Louis and entered the service of the firm, at the head of which he now stands, after finishing his academic studies. He is well known and highly esteemed in commercial and social circles, fair and square in all his dealings; a man of great activity and of the most affable manners, which endears him to all who come in contact with him.

RIDDLE-REHBEIN MANUFACTURING CO.

Bell Tyler 279a. Kinloch B1247.

The Riddle-Rehbein Manufacturing Company is the offspring, or more correctly speaking, the successor of the Mississippi Planing Mill plant, owned by J. and W. Patrick, whose operations in the lumber line date back as far as to the beginning of the fifties. They retired from active business in 1878, whereupon Mr. George T. Riddle and Mr. Chas. Rehbein, who had for many years been in their employ, purchased the plant, which has since then become more extensive, we may truthfully say, from year to year. It covers a very large area on Thirteenth from the corner of O'Fallon towards Biddle street and contains a magnificent equipment of modern machinery and all facilities used in the manufacture of the various articles which constitute the output of the establishment. They consist principally in sashes, doors and blinds, but also in interior woodwork for residences and offices, of which the firm makes a specialty. A very large number of skilled hands are constantly employed in the different departments under the direct supervision of Mr. Chas. Rehbein, who for years had been foreman with the Patricks and who, like Mr. Riddle, has a long experience and thorough knowledge of everything pertaining to the branch. Well seasoned material, exact workmanship and fine finish are the acknowledged qualities of the company's products. The firm was incorporated in 1878 and has the following officers: Geo. T. Riddle, President and

Treasurer; Chas. Rehbein, Vice-President; and Henry Rehbein, Secretary. All three devote their time and labor to the management of their constantly growing business, give their care and attention to all the details and have won the fullest confidence of their patrons through the faithful execution of every order, large or small, by fair dealing in all their transactions. The firm possesses very ample means and belongs to the foremost representatives in the industrial ranks of St. Louis.

ST. LOUIS SASH AND DOOR WORKS.

Bell Tyler 543a.

The St. Louis Sash and Door Works was established in 1887, at which time they purchased the stock of the St. Louis Planing Mill Co., situated on Mullanphy street between Seventh and Eighth streets. The business was from its inception in charge of Mr. H. Riesenber, of this city, his partner being Mr. J. P. Weyerhaeuser, of Rock Island, Ill. From 1887, until the beginning of 1892, the St. Louis Sash and Door Works were located on Mullanphy street, between Seventh and Eighth, and had leased besides these premises, additional warehouses, both on Seventh and also on Eighth streets. In the beginning of 1892, they had leased the large, five-story warehouse on North Market street near Broadway, where they had splendid facilities, when on May 6th, 1892, the entire building and its contents were destroyed by fire, which forced them to abandon those quarters. The business was then moved to its present location, covering the entire block on the south side of Dock street, from Main to Second, where it has commodious warehouses, large lumber-yard room, and a fair-sized factory for the turning out of special sizes. In the beginning of 1897 it seemed best policy for the purpose of connecting the Rock Island factory better with the St. Louis end of the business, that Mr. Riesenber should also have charge of the Rock Island factory, and therefore the Rock Island Sash & Door Works was incorporated early in 1897, the officers being: F. C. A. Denkmann, President; H. Riesenber, Vice-President and Manager; J. P. Weyerhaeuser, Secretary and Treasurer, and R. C. Imse, Assistant Manager—all of Rock Island, Ill., except

Mr. Riesenber, who remains a resident of St. Louis, but devotes part of his time to the Rock Island business, going up there about every two weeks. The Rock Island Sash & Door Works, has one of the largest stock sash and door factories in the country, turning out almost 1,000 doors a day, and sash and blinds in proportion. They employ approximately 300 hands, and besides supplying the St. Louis business, they distribute their product over the entire United States, and to a good portion of Europe. The St. Louis Sash & Door Works cover with their goods the entire South and Southwest, notwithstanding the fact that rival industries have sprung up, especially in the South, they continue to sell their white pine goods, of which they make a specialty everywhere, and are given the preference over cypress, or yellow pine goods. The St. Louis as well as Rock Island business is connected through Mr. Frederick Weyerhaeuser of St. Paul, Minn., with that large branch of White Pine interests commonly known in the Northwest as the "Weyerhaeuser interests." Mr. Frederick Weyerhaeuser is at the head of all these interests, a few of which are: The Mississippi River Logging Co., Chippewa Logging Co., Chippewa Lumber & Boom Co., of Chippewa Falls, Wis.; further of Weyerhaeuser & Denkmann, Rock Island, Ill.; Rock Island Lumber & Manufacturing Co., Rock Island, Ill.; Musser Sauntry Co., of Stillwater, Minn.; Pine Tree Lumber Co. of Little Falls, Wis.; Northern Lumber Co., Cloquet, Minn.; North Wisconsin Lumber Co., Hayward, Wis.; Nebagamon Lumber Co., Lake Nebagamain, Wis.; Shellake Lumber Co., Shellake, Wis.; Weyerhaeuser & Co., St. Paul, Minn.; Baronet Lumber Co., Baronet, Wis.; Mississippi River Lumber Co., Minneapolis, Minn., and others. On account of being connected with these interests, which almost control the entire White Pine standing timber, the St. Louis Sash & Door Works, and its factory connection at Rock Island, the Rock Island Sash & Door Works, have facilities for obtaining White Pine logs that they manufacture into lumber at their saw-mill, which are second to none, and on account of these superior facilities for supplying material, coupled with a factory which is equipped equal to the best in the country, they will no doubt continue to extend their trade from year to year.

FURNITURE.

The development of St. Louis as the greatest furniture center of the country began in 1870, since which time a continuous progress has been chronicled. There are at present over fifty furniture factories in operation, employing more than six thousand hands, and their output, together with wholesale and retail sales, during 1901 amounted to 30 million dollars. The principal woods now used are oak, ash, maple, poplar and cottonwood; these all come from Missouri and surrounding States. Mahogany is also much used and is brought from Cuba and Central America. The local consumption is naturally very great, but the bulk of St. Louis made furniture is sold outside the city and readily taken by jobbers and wholesale and retail dealers for the supply of Western, Southern, Southwestern and some of the Middle States. The capital invested in the branch approaches six millions and is constantly increasing. The export trade becomes more extensive from year to year and promises to be still greater in the near future. Bedsteads and mattresses form an important branch of manufacture and are distributed over a large territory. The same may be said in regard to caskets and coffins, of which article this city is the principal producing point in the United States. The manufacture of office and store fixtures, as well as interiors in private residences, form special features not less important than the other branches of the wood industry.

J. H. CONRADES CHAIR & PARLOR FURNITURE CO.

Bell Tyler 294. Kinloch B1260.

Mr. J. H. Conrades, the President of the above company, began his career as a furniture manufacturer in this city as early as 1854, in partnership with Mr. F. H. Logemann; they made only chairs, which, like other articles of furniture, had up to that time been brought here from Ohio and Indiana, so that they were the first who introduced chair-making on a large scale in this city. They succeeded well, but dissolved their partnership in 1882, in

which year Mr. Conrades put the large factory in operation, which covers the entire block between Main, Second, Tyler and Chambers streets, and which forms one of the greatest industrial establishments of St. Louis, and the largest in its branch in the whole West. The building is five stories high, fully equipped with machinery and contrivances of the most approved construction, and contains all facilities for the specific purposes of furniture manufacture. The tracks of the Wabash Railroad pass the factory and give it switch connection with every railroad line terminating in the city, and the close proximity of the river front affords particular advantages for the hauling of lumber into the large yards belonging to the factory, of which a very extensive stock is permanently kept on hand, so that only well-seasoned wood is used in the work-shops. The incorporation of the company took place in 1888 with the following officers: J. H. Conrades, President; T. H. Conrades, Vice-President; E. H. Conrades, Treasurer, and J. H. Conrades, Jr., Secretary. They devote all their time to the performance of their respective duties and give undivided attention to the supervision and management of their constantly growing business. Several years ago the manufacture of parlor furniture was added as a special feature, an enterprise which immediately met with the greatest success, as every article is made from only the best material and with all due care in regard to modern style and good workmanship. Four hundred skilled hands are permanently employed by the firm, a large number of traveling men represent the house in every part of the Union, aside from an illustrated catalogue which shows the hundreds of different styles of furniture made in the establishment. The wood used comes principally from Missouri, Illinois, Tennessee, Arkansas and some of the Southern States, and consists of the best kinds of Walnut, Elm, Cherry, Hickory, Maple, Mahagony, etc. Mr. Conrades, Senior, hails from Bremen and learned his trade in his native city. Identified with the furniture trade and its manufacture for over half a century he possesses a thorough knowledge and experience in all its details; and his sons, of whom we may say that they grew up in the business, are now his able assistants—like their father, men of staunch business principles, active and progressive. Mr. Conrades, Senior, and Mr. T.

H. Conrades have repeatedly served as Presidents of the Local Furniture Board of Trade and the former was also honored by his election as First Vice-President of the National Convention of American Furniture Workers Association held here in 1893; the Union Club has made him for several terms its President; he is one of the founders of the Germania Theater and one of our most public spirited citizens, well deserving his success in life and the respect and esteem in which he is held by all who know him and, it may be added, that the sons follow the excellent example of their father.

KOPPELMAN FURNITURE CO.

Kinloch B224.

A business firm of sixty years' standing needs no other recommendation than the simple statement of this fact. With this we point to the Koppelman Furniture Company, because Mr. John H. Koppelman, whose death occurred in 1869, began in 1840 the manufacture of bedroom furniture, and this was the foundation of one of the best known and oldest furniture houses in our city. The incorporation under the present name took place in 1879 by John J. Koppelman, John D. Stegeman, and Julius Krusch. The manufacturing part of the business was given up in 1890, since which time the firm conducts a general wholesale and retail furniture business, carrying a large and complete stock of carefully selected articles, whose styles and quality have always given the fullest satisfaction to the customers of this reliable firm. They were first and for a long time located at 814 and 816 North Broadway but occupy since many years the large, four-story double building 911 and 913, on the same thoroughfare, ground and building being owned by the company; aside from this large establishment, filled from cellar to roof, the firm has a warehouse of still larger capacity, 1022 and 1024 North Broadway, only one block from their salesroom. The proprietors of the firm are known as fair-minded business men and excellent citizens, adhering to the strictest principles in all their transactions, and giving the fullest attention to the wants and desires of their patrons. The following are the

owners and partners: John G. Koppelman, John D. Stegeman, M. Koppelman, and L. Stegeman. Mr. John G. Koppelman is the President, and Mr. John D. Stegeman the Secretary and Treasurer of the company.

MISSOURI FURNITURE CO.

Kinloch D1459.

Messrs. Geo. Holtgrewe, Wm. Nolkemper and F. W. Holtgrewe, are the owners, directors and officers of the Missouri Furniture Company, established and incorporated in the spring of 1881. The factory, salesrooms and office were previously located at 1427 to 1449 North Eighteenth street, but occupy since a number of years the buildings, Nos. 1427 to 1449 Sarsfield Place, which runs south from Cass avenue, between Nineteenth and Twentieth streets, and is easily reached from Union Station and all parts of the city. The company devotes itself to the manufacture of medium class furniture, especially wardrobes, bureaus, tables, cupboards and safes. A specialty of the firm are its patent hook safes, which are acknowledged the best in the market. They make three distinct styles of wardrobes, the two better classes of which are portable. All articles produced by the company are made of the best material and exact workmanship, only skilled mechanics being employed in the various workshops, which are equipped with the most approved machinery and tools. Between fifty and sixty hands are constantly employed in the factory and the output is sold to Missouri, Illinois, Indiana, Wisconsin, Arkansas, Louisiana, Texas, Kentucky, Tennessee, Kansas, Oklahoma, Indian Territory, Iowa, Nebraska, Minnesota, South Dakota, Idaho and Florida. The company is well known for its upright and fair dealing, and its trade is extending from year to year. Geo. Holtgrewe is President and Treasurer, Wm. Nolkemper, Vice-President, and F. W. Holtgrewe, Secretary.

CHAS. NIEDRINGHAUS HOUSE FURNISHING CO.

Bell Main 1129a. Kinloch D918.

The name Niedringhaus is a household word with St. Louisans since many years and no wonder that it is so. The northwest corner of Tenth street and Franklin avenue, now occupied by a great emporium filled with house-furnishing goods of every description, served forty-three years ago for the modest beginning, which in course of time developed to the present large dimensions. Tinware of their own manufacture formed the basis, then came stoves, later on additions in various branches of household utensils, till it became (in 1870) the grand bazar which is so well known to all classes of our population. The substantial building 1001, 1003 and 1005 Franklin avenue contains an unsurpassed assortment of furniture and upholstery, of all kinds of stoves (hard and soft coal, wood, gas, and gasoline), kitchenware, baby carriages, willowware and an extensive stock of carpets in qualities to suit every taste and purpose. The firm has the agency for the celebrated Garland stoves. Very ample means and a long business experience enable the Niedringhaus Company to give its customers the best advantages in price and quality of goods; the house possesses the confidence of the public for its reliability and fair dealing and its reputation and success is fully deserved. Mr. Chas. Niedringhaus and his son give all their time to the supervision of the extensive establishment, which is the result of many years of faithful attention to their business duties and the wants of the public, combined with strict business principles and uprightness. The company was incorporated in 1891, Mr. Chas. Niedringhaus being the President and his son Mr. A. C. Niedringhaus the Secretary and Treasurer.

AMERICAN RATTAN WORKS.

Bell Main 1458. Kinloch B373.

The American Rattan Works are the only representatives of the reed and rattan industry in this part of the United States, and their proprietor, Mr. Anton Boeker, can, with all justifica-

tion, claim the distinction of having introduced this branch of industry in the Southwest, where it had been unknown until about sixteen years ago, when Mr. Boeker conceived the idea to establish a factory for the production of reed and rattan articles. Its location, 1608 to 1624 South Second street, has the advantage of being in the close neighborhood of the river and the Iron Mountain Railroad tracks, which connect with all other railroads coming to St. Louis, a circumstance that affords particular transportation facilities for the raw material as well as for the output of the factory. Mr. Boeker had, previous to his enterprise, been identified with the local furniture trade, whereby he had acquired a thorough knowledge of and experience in this branch of business. He began operations in a modest way and with limited means, but soon met with surprising success, so that the works had to be enlarged in a comparatively short while, and more additions became necessary from time to time. The output of the establishment consists chiefly in chairs and settees, baby carriages, tricycles, velocipedes, wheelbarrows and iron wagons, besides numerous specialties of kindred nature. The factory is equipped with the most approved machinery, and its product excels in quality, workmanship and material. The rattan comes from plantations owned by Mr. Boeker, and the various articles are sold to all parts of the United States and to Mexico. Mr. Boeker devotes all his time to his business and conducts it with the greatest reliability. He and his firm enjoy an enviable reputation for strict and fair dealing, and he is highly esteemed by all who know him.

JACOB KAISER & CO.

Bell Main 2123. Kinloch 870.

The largest mattress factory in the city is that of Jacob Kaiser & Co. and occupies the recently erected four-story substantial building on the northwest corner of Third and Elm streets. The firm makes mattresses of various grades, differing in quality and price according to material and size, but all of best workmanship. The manufacture of baby carriages forms another and not less important branch of the firm's business ; they are made in every

style and shape from the finest and costliest down to the everyday baby buggy. The house sells exclusively to the trade and supplies dealers in quantities to suit, giving the greatest care and attention to the filling of all orders, large or small. Mr. Jacob Kaiser, who is the sole proprietor, came to this country and our city in 1853, when a mere boy of ten, his parents having emigrated from Germany in the aforesaid year. After finishing his education he became first an apprentice and afterwards a journeyman in the upholstery trade and established in 1874 a mattress factory at Number 114 Market street. His beginning was on a rather small scale, but became more extensive in a short time and this caused the removal to North Third street near Washington avenue; after a few years still larger quarters became necessary and such were secured on Fourth between Elm street and Clark avenue; where he remained until the spring of 1900, when the present locality was taken possession of. The same was completely equipped and most practically arranged for manufacturing purposes and salesrooms; over seventy-five hands are constantly employed in the various departments and their number is still increasing. The principal territory of sales are all Middle, Northwestern and Southern States. Mr. Jacob Kaiser is an enterprising, active business man, reliable in all his dealings and fully entitled to his continued success.

BAXTER MOULDING CO.

Bell Main 1313. Kinloch D328.

The refined taste nowadays so prevalent in the decorating of private residences, offices and counting-rooms, hotels, restaurants, public resorts, etc., has given a very prominent place to the manufacture of mouldings, picture and mirror frames, and St. Louis can boast of having one of the largest factories of this branch in the Baxter Moulding Company, located at 501 to 507 South Third street. This four-story building has a front of seventy-five and a depth of 110 feet, and is fully equipped with the latest improved machinery, tools and appliances. Over one hundred skilled hands are constantly employed in turning out the most artistic work, which has won for the firm an enviable fame and reputation all

over the United States and Canada. The Baxter mouldings and picture frames are unsurpassed as to designs, beauty, workmanship and durability, and are furnished to the trade at prices which cannot be discounted by any other first-class firm. The business was established in 1882 under the firm name of C. O. Baxter & Co., by C. O. Baxter, C. Ottmann and H. E. Naffz, all three possessing great experience and artistic taste in this particular line. The incorporation of the company took place in 1897, with the same gentlemen as incorporators. Mr. C. Ottmann is President, Mr. C. O. Baxter, Vice-President, and Mr. H. E. Naffz, Secretary and Treasurer, all well known for their strict business principles and fair dealing, devoting the closest attention to all the details in the various departments of their extensive business, which also includes the sale of framed and unframed pictures and mirrors. Fifteen commercial travelers represent the company in every part of the Union and in Canada. Mr. Ottmann is a native of Bavaria; Messrs. Baxter and Naffz hail from Sauk City, Wisconsin, and they have met here with a well-deserved success, the result of industry and perseverance.

OFFICE AND STORE FIXTURES.

CLAES & LEHNBEUTER MNFG. CO.

Bell Main 2432. Kinloch C802.

The manufacture of store and office fixtures is since many years an important industrial branch in St. Louis, constantly growing like the city itself; modern interiors are the order of the day, not only for residences, but just as much for counting rooms, business offices, banks and other financial institutions, retail stores and wholesale houses, many of which are perfect models in appearance. Among the firms devoted to this line is one, which is not only one of the oldest but also the most prominent, and in saying so we have in view the Claes and Lehnbeuter Manufacturing Company, whose origin dates back as far as 1861, in which year a copartnership between Casper Claes and Joseph Lehnbeuter was formed. A three-story building on the south

side of Market street, between Second and Third streets, was for many years sufficient for factory purposes and salesrooms, but became inadequate in course of time, so that a removal to a larger building on Seventh, between Walnut street and Clark avenue, took place. The uninterrupted extension of business demanded very soon still larger quarters, and such were secured by the erection of a massive building on the southeast corner of Washington avenue and Twenty-second street, which is the firm's own property, containing four stories and a basement and equipped with the newest and best machinery, the most approved tools and all facilities for the production of the various articles which form the output of this extensive establishment. The company was incorporated in 1891 by the present proprietors who constitute at the same time the board of directors and its officers, viz.: Jos. Lehnbeuter, President; Anton Holthaus, Vice-President; Edmund W. Beims, Treasurer, and John H. Hohmann, Secretary. The work emanating from the factory comprises store, bank and office fixtures, show cases, etc., aside from these saloon fixtures and ice chests are a special feature of the firm. Well seasoned wood, all other materials likewise carefully selected, superior workmanship, and, above all, excellent taste, have won for the firm an enviable reputation, as all their work is unsurpassed in style and durability, and a business management, characterized by unexceptional fair and upright dealing is another cause of the large and permanently growing patronage which the company enjoys. Some of the largest retail stores, bank and other offices as well as saloons here and elsewhere (the firm doing also an extensive outside business), owe their beautiful appearance to the tasty and often artistic work of this firm, which employs on an average over three hundred skilled workmen, superintended over by men of such long experience as Messrs. Lehnbeuter and Holthaus, with a corps of able assistants. Messrs. Beims and Hohmann give all their time and attention to the general management and conduct the firm's business with marked ability and well deserved success.

STAUDTE & RUECKOLDT MANUFACTURING CO.

Bell Sidney 193m. Kinloch A1598.

The Staudte & Rueckoldt Manufacturing Company is the offspring of the former firm of Staudte & Rueckoldt, whose factory had been in the northern part of the city for many years; the constant increase of orders demanded much more room and caused a transfer of their workshops to the large factory building on the southeast corner of Soulard and De Kalb streets, which gives them much greater facilities. The workshops are equipped with the best and newest machinery and the most approved appurtenances for the manufacture of bank, store and office fixtures, fine interiors for private residences including libraries and other work in hardwood, unsurpassed in artistic design, taste and excellent workmanship. Over one hundred skilled mechanics are employed in the various departments and all orders are executed with the greatest care and attention and only the best material is used for the various articles of their manufacture. The company which was incorporated in 1893, possesses ample means and all facilities required for the conduct of their extensive trade. Their handsome and highly finished work can be seen in many of our banks, counting rooms, hotels and elegant residences. The officers are: George Rueckoldt, President; Wm. L. Staudte, Vice-President, and John Muir, Secretary, all three reliable fair dealing men of the highest integrity, whose aim it is to give their patrons the fullest satisfaction.

CARPETS, CURTAINS, ETC.

America is the land of home comfort; our dwelling-houses are built with an eye to the greatest possible convenience for the occupants, and equally great attention is given to the interior. One of the first demands in the fitting up of a home, large or small, luxurious or modest, consists in its carpeting; the consumption of carpets in this country is much larger than that of all Europe and their manufacture forms one of the most important industrial branches

in the United States. The firms dealing in this article combine with it, as a rule, the sale of curtains and curtain goods and upholstery work for decorative purposes. Our modern residences are, in view of their furniture, their carpets and curtains, etc., more or less of an art exhibition, made so by the hand and taste of the decorator. We refer below to these various branches and the representative firms devoted to them.

• TRORLICHT, DUNCKER & RENARD.

Bell Main 517. Kinloch A902.

There are many firms in our city, who can look with justified pride and satisfaction upon their development and prosperity, but none more so than that of Trorlicht, Duncker & Renard, one of the oldest carpet houses of St. Louis. It was in 1863 when John H. Trorlicht and Henry Duncker formed a copartnership under the firm name of Trorlicht & Duncker. They were first located on the east side of Fourth, between Morgan street and Franklin avenue, the store reaching through to Third street, at that time called Broadway, and when these premises became inadequate, a removal to the southwest corner of Fourth street and Christy (now Lucas) avenue took place. But even this large building proved insufficient for the constantly growing trade, so that still larger quarters were required. Such were secured at the southeast corner of Fourth street and Washington avenue, the intersection of two great thoroughfares in the center of the business part of the city. Mr. Louis Renard, who for many years had been identified with the firm, was in 1880 admitted into partnership, whereupon the firm name changed to Trorlicht, Duncker & Renard, incorporated under the laws of the State of Missouri, with Mr. Duncker as President, Mr. Trorlicht as Vice-President and Mr. Renard as Secretary. Since Mr. Trorlicht's death (December, 1898) the firm consists of the following partners: Henry Duncker, President; Chas. H. Duncker, Vice-President; Louis Renard, Secretary, and Henry A. Trorlicht, which four gentlemen constitute the Board of Directors. The magnificent salesrooms, occupying the entire five-story building, contain an almost unlimited stock of foreign and domestic

carpets, oil cloths, mattings, curtains, upholstery goods, etc., of the latest styles, offering their customers an unsurpassed assortment to select from. Aside from a very large retail business, which has grown from year to year, a not less extensive wholesale trade has been built up, supplying the territory between Indiana and Utah, where the traveling representatives of the firm are always welcome. The goods sold by this house can claim that they are at all times what they are stated to be as to quality and value, and this is fully confirmed by the confidence which the firm enjoys here and elsewhere. Ample means and direct connections with the manufacturers in this country and abroad, enable the firm to compete with any of the largest concerns in their branch, and to give their patrons the most liberal terms and all possible advantages. All orders are filled with the greatest care, and particular attention is given to the execution of decorative and upholstery work in and outside of the city. The firm employs more than one hundred persons in the different departments. Its members stand in the front rank of our commercial community, and are also well known and highly esteemed in the social circles of St. Louis.

WALL PAPER, WINDOW SHADES, ETC.

CHAS. DAUERNHEIM WALL PAPER CO.

Bell Main 1222. Kinloch C653.

The interior decorating of buildings has long ago become one of the fine arts, especially so in our days, in which this art of embellishment is in general demand. Modern residences, stores, public buildings, churches, theaters, concert halls, etc., bear testimony to the decorator's art, and we take pleasure to point to the above firm and its work in this line. The Chas. Dauernheim Wall Paper Company has for years won an enviable reputation as decorators; their designs have always excelled in taste and the artistic and conscientious execution of all work entrusted to them has at all times given the fullest satisfaction to their patrons. A large stock of wall paper and all other articles of decoration is

constantly kept on hand to make collections from. Only experienced workmen are employed by this house and they number from thirty to fifty according to the season of the year. The firm was established in 1871 by Mr. Chas. Dauernheim, at 904 Market street, then occupied for many years the store, No. 214 North Broadway, and is now at the southeast corner 15th and Olive streets, in large and handsome quarters. The incorporation under the present firm name took place in 1888, with Chas. Dauernheim, D. Dauernheim, H. P. Allis and Jos. F. Schenk; the present partners are Chas. Dauernheim, D. Dauernheim, Jos. F. Schenk and A. J. Spackler, with Chas. Dauernheim as President and Jos. F. Schenk, Secretary. These gentlemen belong to some of the oldest German-American families of the city, are well known, and enjoy the esteem of a wide circle of friends.

NEWCOMB BROS. WALL PAPER CO.

Bell Main 2224. Kinloch A951.

The oldest paper hangers and dealers in wall paper, the Newcomb Brothers, have been in business for more than half a century, and their firm has always enjoyed the confidence of a large patronage as the result of honest and fair dealing. The company keeps an extensive stock of wall paper and interior decorations, attends to paper hanging and decorating for private residences, stores and offices in the most artistic style and unsurpassed in workmanship. The firm's salesrooms, on the northwest corner of Seventh and Locust streets, contain the fullest assortment of everything pertaining to their branch. Mr. Geo. A. Newcomb is the President of the company; his nephew, Mr. Frank S. Newcomb, the Secretary, and both gentlemen leave nothing undone to give their patrons the utmost satisfaction and execute all orders with the greatest care and attention.

WOODEN WARE.

St. Louis has been for many years the chief distributing point of wooden ware, it being shipped from here to every part of the Union with a steadily-growing export business in addition. The larger part of these articles is not of local origin, but we have a

few factories in our midst whose product constitutes more than two-fifths of the total sales. The articles manufactured here are of great variety, and sought by jobbers and dealers all over the country. There is literally no limit to the trade territory of this city in regard to wooden ware. The growing demand for practical and cheap conveniences in the households, on the farm, etc., causes the continuous extension of articles made in these factories, and makes this branch of industry more important from year to year. A correct idea of the volume of trade may be gained by the simple statement, that the average amount of annual sales for the last three years varied between eight and nine million dollars.

ST. LOUIS WOODEN WARE WORKS.

Bell Sidney 304. Kinloch A1518.

It will soon be half a century since the firm of Tamm & Meyer, from which the St. Louis Wooden Ware Works originate, commenced to manufacture on a rather small scale the various articles of wooden ware, which until then had been supplied from factories in Ohio. Mr. Meyer withdrew from the firm in 1864, whereupon Mr. Jacob Tamm took his two sons-in-law, Mr. Theodore Tamm and Mr. Chas. Everts, into partnership. The firm of Jacob Tamm & Co., as it was now called, had its office on Main street and the factory on Chouteau avenue near Twenty-third street. They succeeded in a remarkable way to get the trade heretofore monopolized by the Ohio manufacturers and to win the St. Louis market for themselves. A fire destroyed the factory in 1872 almost entirely and caused the building of the present plant on St. George, reaching from Main street to the Levee. This location affords the greatest transportation facilities, being close to the river and the tracks of the Iron Mountain Railroad and thereby connected with all the other roads coming to the city. The incorporation under the name of St. Louis Wooden Ware Works took place in 1874 with Jacob Tamm as President; Theodore Tamm as Vice-President; and Chas. Everts as Secretary and Treasurer. Mr. Theodore Tamm devoted himself to the general supervision of the factory, giving his

time and attention to all the details of a large establishment. Mr. Everts had charge of the office and the business management, and the united exertions of both resulted in the constant growth of trade and repeated extensions of the plant which employs over three hundred hands, and is since many years one of the largest of its branch in the West. The output comprises all sorts of wooden ware used in the household, on the farm, by dairy-men, wine growers and other industries. They have a far and wide reputation for unsurpassed quality in regard to material, workmanship and durability, and are sold all over the United States. Mr. Jacob Tamm retired from activity many years ago and died 1894. Mr. Everts preceded him into eternity five years previous, and Mr. Theodore Tamm was called from earth in May, 1900. Our business community lost in these three men some of its most prominent representatives whose excellent qualities of character and the strict principles to which they adhered won the respect and esteem of the best of their contemporaries. The officers of the company are: Wm. B. Tamm, President; Frank Everts, Vice-President, and E. Everts, Secretary.

ANTHONY WAYNE MANUFACTURING CO.

Bell Sidney 723m.

The St. Louis plant of the Anthony Wayne Manufacturing Company, erected in 1894, is the offspring of the same company at Fort Wayne, Ind., and was established because the factory at the latter place had become inadequate for the constantly growing demand for its product and for the further reason, that great sums could be saved in freight expense by manufacturing in and distributing from St. Louis the output destined for the territory west of the Mississippi. This output comprises Washing Machines, Churns, Bread Boards, Ironing Tables, Self-Measuring Oil Pumps, Tanks, Syphons, etc. The washing machines constitute a specialty of the firm and excel in workmanship, material, construction and durability and so great is the demand for them, that during the year 1901 over 75,000 machines were sold. The most favorite brands are the Wayne Combination, Western Star, Western Conqueror, Good

Luck, St. Louis, Anthony Wayne, Rotary, American and Columbian Standard, all of which are well known among the trade and the consumers. The articles which the firm makes are sold from Portland, Maine, to Portland, Oregon, from Manitoba to the Gulf of Mexico, and the fame they possess is best evinced by the rare fact that the company employs no traveling agents, that all orders are exclusively received by mail and that the catalogues issued from time to time are the only advertising medium used. This alone speaks volumes for the quality and merits of the various articles. The greatest care and attention is paid to the execution of orders, all alike, if large or small, and not a single article leaves the factory before being carefully examined. More than one hundred and fifty skilled mechanics are permanently at work in the different shops, which are fully equipped with the most approved machinery, the best tools, and all modern facilities. The buildings in St. Louis, very substantial structures, cover a large piece of ground on Sidney street from number 100 to 124, in close proximity to the river, and by switches connected with the tracks of the Iron Mountain, and thereby with every other railroad coming to St. Louis. The company was organized in 1886 under the laws of the State of Indiana, and incorporated by Fred. C. Boltz, Steveu Mortimer and Frank Nolke. The present owuers are John Rhinesmith, J. H. Simonson, A. C. F. Wichman and Fred. C. Boltz. The officers of the corporation are: John Rhinesmith, President; J. H. Simonson, Secretary and Treasurer; A. C. F. Wichman, General Superintendent and Manager. The latter gentlemau exercises a general supervision over both factories, and divides his time between St. Louis and Fort Wayne. The establishment in this city has an Assistant Manager in Mr. J. M. Evans, and an Assistaut Superintendent in Mr. H. N. Wichman. The company enjoys a well deserved reputation in the commercial world and the fullest confidence of its thousands of customers.

KELLER & TAMM MANUFACTURING CO.

Bell Sidney 426. Kinloch B342.

The Keller-Tamm Manufacturing Company is the successor of the Chester-Harris Manufacturing Company, established in 1868 by E. S. Chester, George Keller and Lloyd G. Harris. After the

latter's withdrawal the firm's style was changed to the Chester & Keller Mfg. Co. and later on to the present name. The factory occupies the entire block on Victor, between Main street and the Levee, and its output consists in hickory handles for every kind of axes, hatchets, hoes, scythes, shovels, and similar implements, also spokes and other wooden parts used by wagon and carriage makers. All these articles are likewise made in the two branch factories owned by the firm at Rives in Tennessee and Knobel in Arkansas. The hickory handles manufactured by this company are of superior quality and greatest durability, and there is no State in the Union in which not some of the largest factories use them exclusively and they are also extensively shipped to Europe and Australia. Mr. Theodore Tamm was President of the company, Mr. Keller its Secretary and Treasurer; the latter died five years ago and the former in May, 1900. The present officers are: M. L. Keller, President; C. T. Burbridge, Vice-President, and Theodore Lohman, Secretary and Treasurer.

COOPERAGE.

The last quarter of the nineteenth century brought a thorough change in the methods of coopers' work, in fact something of a revolution, we might say, of the whole system in use until then. The most important change consisted in an entirely new method for the seasoning of wood by a scientific treatment which makes it perfectly dry, so that all possibilities of shrinking are excluded. The other changes refer to the handling of the material and the introduction of machinery and tools heretofore almost unknown. The firms of which we speak below have made good use of all these new inventions and innovations, and number among the most prominent representatives of this important branch of industry, in which a large capital is invested in this city.

ST. LOUIS COOPERAGE CO.

Bell Sidney 257. Kinloch B332.

The plant of the St. Louis Cooperage Company covers between three and four acres of land on Main and Arsenal streets and has therefore unsurpassed transportation facilities by the near-

ness of the Mississippi river and the passing by of the Iron Mountain Railroad, which gives it connection with all other railroad lines coming to the city. The company commenced operations in 1870, in which year Mr. Geo. F. Meyer and Mr. Harold H. Tittmann formed a copartnership under the name of the St. Louis Cooperage Company. It was at that time, that the old methods of the cooper shop had become obsolete and new and better methods were introduced, to satisfy the demand for greatly improved cooper work in regard to material as well as workmanship. The owners of the firm fully appreciated this fact and made it a basis of their enterprise. Up to that time only a secondary attention had been paid to the seasoning of the lumber used in the manufacture of kegs, barrels, hogsheads, etc. They were aware of the great importance, which well seasoned wood would have in their branch of industry and laid their plans accordingly. Large yard space for a permanent extensive stock of lumber was the first necessity and this was secured by the selection of that locality; a newly invented process for the drying of wood was adopted and a sufficient number of dry kilns built, and as the wood so prepared prevents shrinking, the output of the factory won very soon the approval of brewers, distillers, vinegar, cider, and pickle manufacturers, wine growers, etc., or, with one word, of all merchants and dealers who need any kind of cooperage work, capable to withstand the effects of climate and weather. The demand for the various articles caused from time to time enlargements of the plant, which is since many years one of the most extensive in the country; the buildings contain the best machinery and appurtenances; all material is carefully selected and exact workmanship demanded from every one of the two hundred to three hundred men employed in the shops. The trade of the St. Louis Cooperage Company extends to almost every State of the Union, but particularly to the South, Southwest and the extreme North, aside from the great local consumption. The company was incorporated in 1884. Mr. George F. Meyer is its President; Mr. Harold H. Tittmann, the Secretary and Treasurer, and both gentlemen give the closest attention to their business duties, are highly esteemed in the commercial world, belong to the Merchants Exchange, and to the best circles of St. Louis society.

SOUTHERN COOPERAGE COMPANY.

Bell Sidney 707. Kinloch B344.

This company has been in existence for nearly thirty-eight years, having been established as early as in 1864 and has in course of time become one of the largest, best and widely known industrial establishments in the United States. This is saying a great deal, but facts will bear us out in our statement. The Southern Cooperage Company was organized by Messrs. Robert L. Wirthlin, G. A. Will, Henry Frederich and Oliver R. Wirthlin; the factory was first located at 2243 De Kalb street, long before that part of St. Louis had become one of the principal manufacturing districts of our city. The company remained there for many years until the uninterrupted growth of its business demanded larger quarters; such were found on Victor street, between Main and Second, where in course of time so much additional space was required, that the factory buildings cover now an entire half block. The company manufactures oakware kegs and barrels of all sizes for wine, liquor, gin, cider, vinegar, pickles, kraut, syrup, paint and lead kegs, well and cistern buckets, and makes a specialty of tanks for export purposes. The firm brings only the best grades of these articles in the market and abstains entirely from producing any lower grade of work. The material used comes exclusively from a carefully selected stock, of which oak lumber purchased in the various districts by their own representatives, and in many cases by one or the other of the partners. In this way the best material is constantly secured and to this comes the superior workmanship for which the output of the company is justly celebrated. Over three hundred hands are employed in the various workshops, which are equipped with the most approved machinery and tools and every possible facility known in the branch; aside from the fact that the river is close by and railroad tracks pass alongside the building. The territory of sale comprises all Western, Southern and Northern States of the Union, Old Mexico, Cuba and Porto Rico, the company having agents in all principal cities of these countries.

The officers are: Robert L. Wirthlin, President and Treasurer; G. A. Will, General Manager; Henry Frederich, Vice-President and Superintendent, and Oliver R. Wirthlin, Assistant Superintendent. These four gentlemen, with the addition of J. Becker, form the board of directors. Since the incorporation in 1878 the firm stands in the front rank of our industrial community and its members belong to that class of men who, by their activity, enterprise, perseverance and uprightness achieved great and well deserved results. Mr. Robert L. Wirthlin was honored by his election to the presidency of the National Coopers Association at its Convention in 1899 and he and his partners are well known and highly esteemed citizens.

CARS, CARRIAGES, ETC.

St. Louis is the greatest center for the manufacture of street and freight cars. More street railroad cars are built here than in all the other cities of our country counted together, and the number of hands employed here in this industrial branch varies between seven and eight thousand. The local demand for street cars would be large enough to keep several factories busy from one year's end to the other, but we supply an unlimited number of cars to the street railroad companies in other cities of the Union and send them even to foreign countries. Our city is also the principal place for the building of freight cars of every description, and the establishment from which they emanate furnishes them to every part of the United States, Mexico, and Central and South America. There is an immense capital invested here in this industry in which St. Louis outranks all other cities in America.

St. Louis is also celebrated as a manufacturing center for carriages, buggies, and all other vehicles, especially of the class called pleasure vehicles, which are built here unsurpassed in appearance, comfort, and durability. The various factories have a very large output and employ a commensurate number of hands.

AMERICAN CAR & FOUNDRY CO.

F. H. EATON, Pres.
W. J. MCBRIDE, V.-Pres.
F. F. WEBER, Sec.
D. A. BIXBY, Ass't Sec.
S. S. DELANO, Tres.

OFFICE: LINCOLN TRUST BUILDING,

706 Chestnut Street,

ST. LOUIS.

Bell Park 450.

Kinloch A73, 1760.

ST. LOUIS CAR COMPANY,

8000 North Broadway,

ST. LOUIS.

GEORGE J. KOBUSCH, Pres.
CHRISTIAN OONK, V.-Pres.
CHARLES E. FRITSCHE, Sec.

Bell Tyler 561.
Kinloch B1107.

EMBREE - MCLEAN CARRIAGE CO.

MANUFACTURERS

High Grade Pleasure Vehicles.

TRAPS, SPIDER PHAETONS, STANHOPES, BRAKES,
RUNABOUTS, BUGGIES, SURRIES,
PHAETONS, BROUGHAM, DEMI COACHES.

FACTORY AND REPOSITORY:

1817 to 23 Olive St., ST. LOUIS, MO.

Bell Main 903.

ED. BUTLER & SON.

SCIENTIFIC HORSESHOERS.

Bell Main 2138. Kinloch C460.

The horse is not only the noblest animal, but also the most useful to mankind, and it is, therefore, only natural that the greatest care should be taken of its well-being and general condition. The foot is the most important part of the horse, and should be considered and treated as such. The service rendered by the horse to the human race is not surpassed by any other animal, and it holds this position in spite of steam railroads, cable and electric cars, and whatever rapid transit may bring forth. The art of horseshoeing has been improved from time to time, and can now be truly called a science. Since Mr. Edward Butler established himself as a practical horseshoer in this city (in 1864) it has been his constant aim to bring horseshoeing up to the highest standard, and the results which he achieved prove how well he succeeded. He abstained entirely from the old and cruel method, to burn the wall and sole and to cut away the sole base and frog of the foot; in burning the foot its elasticity is destroyed, and in cutting away the sole and base the strength and solidity of the foot is taken. There is no necessity for such cutting, as nature itself performs this service in a more satisfactory manner by shedding, aside from the fact that cutting away of the frog is the principal cause of lameness with so many horses, as the frog is the natural weight bearer and expander of the foot, being elastic and therefore acting as a sort of buffer between the shoe and our granite and asphalt pavement. It is for these reasons that the Butler's well justified motto reads: "No frog, no foot; no foot, no horse!" It is the firm's custom to invite owners of lame horses to send the animals to them; they cure the cripples and charge only for the shoeing. For years and years Mr. Ed. Butler, Senior, made the anatomy of the horse's foot his principal study and the same was done by Mr. Ed. Butler, Junior, his second son, who became thoroughly acquainted with all the details of the profession under his father's

teaching and who was admitted as his partner in 1886. The seven different shops carried on by the firm stand since many years under the supervision and management of the junior partner, who is an expert scientific horseshoer and a leading member of the Master Horse Shoer's Association. The firm employs only reliable and experienced workmen and they are strictly forbidden to treat or maltreat a horse. About 2000 animals per week are shod in the seven shops, which for the accommodation of patrons are distributed in different parts of the city. The general office is located at No. 15 S. 10th street, where the numerous diplomas and medals adorn the walls which the firm received for the best method of horseshoeing and the best display of fine workmanship. Butler and Son are agents for the great Rubber Horse-Shoe Pad, the Cruse Patent Foot Clasp, and Scott's Celebrated Hoof Paste. Mr. Edward Butler, Senior, is since forty-two years a resident of St. Louis, one of our most enterprising citizens, a member of different organizations, a very popular and well-known man. He devotes nowadays most of his time to the management of his private affairs, especially his real estate interests, leaving the horseshoe establishments entirely to the care of Mr. Ed. Butler, Junior.

F. C. RIDDLE & BRO. CASKET CO.

Bell Tyler 290. Kinloch A1642.

The coffin industry has made such progress, the competition in this branch has become so great, that only a few of the firms devoted to it stand, so to speak, at the top of the ladder, and one of these few is F. C. Riddle & Bro. Casket Co. It was established in 1879 by Mr. Frank C. Riddle, who in 1882 admitted his brother Robert M. as a partner, and these two were eight years later, in 1890, joined by a third brother, Harry S. Riddle. The three gentlemen had the above firm incorporated in the last named year and constitute the board of directors and are also the officers of the company. The firm was originally located at 706 North Fifth street, but the constant extension of business made larger quarters necessary and such were found in the very center of our manufacturing district. Their factory, salesrooms, office, and

warehouses cover six building lots on Hogan street from No. 1400 to 1412 and afford all facilities and accommodations which may be required. A most complete equipment comprising all modern machinery and tools of the newest construction, enables the firm to furnish the trade with coffins, caskets, and undertakers' supplies of superior quality and in every desired style as shown by the voluminous catalogues issued from time to time. The establishment numbers about one hundred employees and the sales extend all over the Union, a large portion going to the Middle and New England States. The reputation gained and preserved by the firm is based upon its permanent aim as to best and artistic workmanship, close attention to details, promptness and fair dealing. Mr. F. C. Riddle first became identified with the coffin business in Pittsburg, entering the employ in 1868 of the first company organized for the purpose of utilizing machinery for the manufacturing of coffins; he filled to the satisfaction of his employers various positions of importance and trust for eleven years, during which time he acquired a thorough knowledge of all particulars in this branch. He came to St. Louis in 1879, and founded the present business, which, under his management, has grown to be one of the largest of its kind in the country; he has always been recognized as one of the leaders in his line, and has done much to advance the interest of the coffin industry. He and his brothers devote their entire time to the business, and with such care and energy they have given it, the success they have attained is well deserved.

THE SADDLERY TRADE.

The demand for all kinds of saddlery ware within the city and vicinity alone would be sufficient to keep a number of factories and shops busy the whole year around, but the local sales are small when compared with what is shipped from here to Western, Southern and Southwestern States and exported to Mexico, Central and South America. St. Louis possesses a prestige of long standing in the manufacture of harness and everything else pertaining to horse equipment, especially saddles, — and govern-

ment contracts for the supply of the United States army amount annually to very large sums, a great many hands are therefore employed in this important branch of industry.

WILLIAM HOMANN SADDLERY CO.

Bell Main 2500.

St. Louis is since about fifty years the center of the saddle and harness trade for many of the Western States, the Southwest and South; the manufacture of these articles is carried on by numerous small and a few large firms and the Wm. Homann Saddlery Company is one of the latter. Mr. Wm. Homann, a native of Germany, came to St. Louis when very young; he served as an apprentice in one of the saddlaries, worked for nine years as a journeyman, thereby gaining a thorough knowledge and experience in all the details of the branch and it may justly be said that what he don't know about saddles and harness is not worth knowing. He established a business of his own in 1865 and therefore actually and literally since forty-six years "in the harness." He was first located on North Third street where is now the bridge entrance, but since many years two adjoining buildings on North Fourth street, 716 and 718, are occupied by the firm. The whole interior of these two houses, from cellar to roof, and every inch of it, is needed for the constantly growing business; office and salesrooms are on the first floor, the upper stories serve for factory purposes. The firm makes saddles and harnesses, also turf goods of every kind unsurpassed in quality and workmanship; only the best material being used and experienced hands, about fifty in number, are employed in the different workshops. The extensive stock at all times kept on hand offers their customers a complete assortment to select from, but a large part is made to order and every article coming from this establishment is bound to give the fullest satisfaction, as all possible care is taken to let only perfect work leave the house. Large contracts have been frequently awarded them by the U. S. Government, a fact which speaks volumes for their reliability. Besides the articles named, saddlery, hardware of every kind is sold

by the firm. Their principal trade is in our own city, Missouri and Illinois, but great quantities of their manufacture are sent to other States. The firm was incorporated in 1890 by Mr. Wm. Homann and his two younger brothers Rudolph B. and Henry J. Homann, who are likewise practical experts and since many years previous to the incorporation identified with the firm. Wm. Homann is the President and Treasurer, Rudolph B. Homann the Vice-President, and Henry J. Homann the Secretary of the company and all the three devote their whole time and attention to their specific duties, Mr. Wm. Homann exercising a general supervision over everything. The great success of the firm is due to its fair and honest treatment of their customers, the quality of their goods and the energy and industry of the owners, who are gentlemen in the fullest sense of the word, enjoying the highest esteem in business and social circles.

AGRICULTURAL MACHINES AND IMPLEMENTS.

The proverbial inventive genius of our nation found a broad field for its achievements when it commenced to provide the farmer and planter with auxiliaries for grubbing, plowing, sowing and planting, for mowing, harvesting, threshing, etc., and the improvement of such machines and implements is never ceasing, but still going on. It is only natural that the vast agricultural regions tributary to St. Louis have made this city the principal center of this branch of industry and trade. We have here some of the largest factories and jobbing houses and a considerable number of firms representing outside manufacturers. Many of the Western, Southern and Southwestern States are exclusively supplied from here, and the export of these articles comprises Mexico, Central and South America, and nowadays Cuba, and Porto Rico, aside from an extensive trade across the Atlantic, especially with Great Britain, France, Germany and Russia. The manufacture of farm wagons constitutes an important branch and St. Louis distributes them in great quantities

over the aforesaid territory. The sales in these various articles amount to many millions per year, and the output of the local factories has been constantly on the increase.

KINGSLAND MANUFACTURING COMPANY.

Bell Tyler 380.

This establishment is nearly sixty years in existence and therefor one of the oldest, if not the oldest, in its branch. Mr. L. D. Kingsland, the President of the company, became the successor of his father, Mr. Geo. Kingsland, the founder of the firm, in 1874, and has ever since directed the affairs of this great industrial enterprise with untiring energy, marked ability and well-deserved success. The factory buildings are located on Mullanphy street, cover two whole blocks from Eleventh to Thirteenth street, and are equipped with the most improved machinery and modern facilities. Agricultural implements form the principal product of the works, especially Threshing Machines, Horse Powers, Saw Mills, Cotton Gins, Cotton-Elevator Systems, Cotton Presses and Corn Shellers (which shell corn with or without the shuck on). Castings of all kinds are made in the Kingsland foundry with particular accuracy and everything emanating from the establishment is justly celebrated for exact workmanship, best material, perfect action and durability. The various articles manufactured by this company are sold all over the Western, Southwestern and Southern States and largely exported to Mexico, Central America, the West Indies and even to Australia. Mr. Kingsland is one of the most prominent citizens of St. Louis, which is his birthplace and whose interests — industrial, mercantile and otherwise — he has always promoted to the fullest extent being a gentleman of the broadest liberal views. He belongs to quite a number of organizations for the welfare of our city, is a director in many of them and takes an active interest in all public matters; he never sought a political office but accepted a few years ago the important position of Police Commisioner, in which capacity he earned the praise of all his fellow-citizens; he also occupied the not less important place of an Election Commissioner, for which his well-

known integrity and uprightness made him especially qualified. All in all he may truly be called one of the representative men of St. Louis, a man of great distinction and value in the community at large and in our commercial, industrial and social circles in particular.

WM. KOENIG & CO.

Bell Main 2481m.

Mr. Wm. Koenig, the head of the above named firm, has for more than half a century been identified with the Agricultural Implement branch and it is due to his untiring energy and industry, that the firm occupies a front rank in our mercantile community, that it is well known in the whole West and Southwest and that the sales of this house become more extensive from year to year. Messrs. Wm. Koenig & Company have for more than forty years represented Aultman, Miller & Co. of Akron, Ohio, makers of Buckeye Binder Twine and the patentees and manufacturers of the celebrated Buckeye Mowers and Binders, justly famous for their material, workmanship and efficiency. The mowers, reapers and binders made in this factory have received first prizes and gold medals not only at the different World's Fairs, but in every contest in which they participated, especially in England, France (in eighteen different places), Spain, Italy, Holland, Roumania, Algiers, Australia, and in the only four real great field contests ever held in our own country, viz., at Syracuse, N. Y., Auburn, N. Y., Mansfield, O., and Lafayette, Ind., proving by these numerous victories, their superior qualities and capacity. Aside from the Buckeye Harvester machines and Binder Twine large sales are also made annually of all Steel Banner Hay Rakes, Kraus Cultivators and Carpo Walking Cultivators. The spacious buildings at 120, 122 and 124 South Eighth street afford ample room for warehouse and shipping purposes, besides being in close proximity to all the freight depots. Mr. Wm. Koenig has been a resident of this city since 1840. He came here when very young, his parents having emigrated from Germany, and he received his education in the public schools of St. Louis. As a boy of only fifteen he secured a situation with the old firm of Lyons, Shorb &

Co. (Sligo Iron Store) and used the first money earned by him for a complete course in Jones' Commercial College. After being shipping clerk with the Sligo firm for eight years he associated himself, in 1858, with Col. Jno. Garnett of Frankfort, Ky., in the seed and agricultural implement business under the firm name of John Garnett & Co. This firm was after Col. Garnett's death succeeded first by Blunden, Koenig & Co., and later by Wm. Koenig & Co., in the management of which he is ably assisted by two of his sons. As a man of the highest integrity and strictest business principles Mr. Koenig enjoys the respect of the whole community; besides being a member of the Merchants Exchange he is Vice-President of the German Savings Institution and has been a director of the St. Louis House Building Co. for over twenty-five years, and also a director in the Washington Insurance Co. At the urgent solicitation of his fellow-citizens he accepted, in 1881, the nomination as school director, was elected without opposition, was re-elected in 1884, and again in 1887, but resigned in 1890 to the great regret of all concerned, as he had been one of the most zealous, energetic and well-meaning officials in the interest of our public schools.

MANSUR & TEBBETTS IMPLEMENT CO.

Bell Park 660. Kinloch B1348, 1349, C449.

To call a firm the largest in its branch in a city like St. Louis, and even in this part of the country, is saying a great deal, but it is only stating a fact when applied to the Mansur & Tebbetts Implement and the Mansur & Tebbetts Carriage Manufacturing Companies, both of which stand under one and the same management and have the same proprietors. It was in 1870 when Mr. Alvah Mansur established the first jobbing house for the sale of agricultural implements west of the Mississippi river, at Kansas City, Mo., under the firm of Deer, Mansur & Co.; this was followed by the opening of a house in St. Louis in 1874, in which year Mr. L. B. Tebbetts, a brother-in-law of Mr. Mansur, became identified with the business. The two firms remained in operation till 1890, when Mr. Deer purchased Mr. Mansur's interest in Kansas City, and the latter bought Mr. Deer out in St.

Louis, whereupon the present firms were organized with Alvah Mansur as President, L. D. Tebbetts as Vice-President and Treasurer, and G. S. Tebbetts as Secretary. Previous to his coming to Missouri Mr. Mansur had been connected with the celebrated steel plow factory of John Deer at Moline, Illinois, with whom he afterwards formed a copartnership. The experience so gained, and his personal energies and activity, formed the basis of the great success that accompanied his enterprises in which he was most ably assisted by Mr. L. D. Tebbetts, whose business qualifications were and are of the same high order. Since Mr. Mansur's death (1898) the chief supervision and general management of the firm's vast business lies in the hands of Mr. Tebbetts, who possesses in his son Mr. G. S. Tebbetts a most capable and reliable assistant. The articles manufactured and sold by the Mansur-Tebbetts Implement Company comprise every kind of agricultural machines and implements, and the territory of sales includes all parts of the Union, Mexico and the South American States. The same may be said in regard to the Carriage Manufacturing Company, whose product is justly celebrated for its superior workmanship, style and durability. The establishment covers a large area, a part of Cupples Station on Tenth and Spruce streets, is fully equipped with the most complete interior arrangements and facilities and by three tracks directly connected with all the railroad lines terminating in St. Louis. It may be imagined, that an army of employees is necessary in the various departments in this city, but aside from them branch houses are kept in Dallas, Texas, and Nashville, Tennessee, and a great number of agents represent the firm all over the country. Mr. L. B. Tebbetts, the President of the company, is also a Director of the Continental National Bank and a member of the St. Louis Traffic Commission, the Commercial and the Noonday clubs, and always ready to promote the trade and other interests of the city. The officers of the two companies are: L. B. Tebbetts, President; C. H. Deere, Vice-President; G. S. Tebbetts, Treasurer, and C. W. Mansur, Secretary.

WHITMAN AGRICULTURAL CO.

Bell Carondelet 120m. Kinloch C215.

St. Louis is the center of a vast agricultural region including the Mississippi Valley, many of the Western and Southern and all Southwestern States. Our city is in consequence of this fact at the same time a center for the manufacture of and the trade in agricultural machinery and implements, and its fame in this direction is based upon the standard products of the various firms devoted to this particular industrial branch. Foremost among them stands the Whitman Agricultural Company, founded in 1870 by Mr. Chas. E. Whitman, who is still at its head. The factory on the northwest corner of Eighth street and Clark avenue, had served for nearly three decades, but in spite of its large dimensions had become inadequate for the constant growth of the firm's trade, so that still more room for manufacturing purposes became necessary. This led to the erection of a number of spacious buildings in the southern part of the city in close proximity to the Mississippi river and directly on the line of the Iron Mountain Railway, affording switch connections with all railroads coming to St. Louis. The massive structures, the property of the company, contain a full equipment of the most approved machinery of newest construction and are supplied with all modern facilities, all of which, combined with very ample means, enables the firm to give their patrons the fullest satisfaction as to quality and price. The machines and implements made in their establishment are acknowledged to be of the best material, design, workmanship, and are especially appreciated for their efficiency and durability. The articles manufactured by the firm comprise baling presses for cotton, hay and straw; cornshellers of various styles; lever, tread and railway horse power, the latter having been invented by Luther Whitman seventy years ago; grain drills, seed sowers, hay and straw cutters; root or vegetable cutters; feed mills, of which there are nearly 150,000 in use; cider and wine mills; adjustable fruit grinders; lard, wine and fruit presses; harrows; steel frame drag saws and sawing

machines; lawn, garden and field rollers; express and baggage wagons, trucks and barrows of all kinds; revolving all-around dump cars, etc., etc. Their cotton-baling presses are in general use in the cotton-raising States and purchasers declare unanimously that they give the utmost satisfaction, and similar flattering testimonials refer to the operative power and exact work of all their agricultural machinery. Further evidence of the superiority of their products lies in the fact that they have received first prizes, gold and silver medals, at all international, and national expositions and State fairs, wherever they were exhibited and in all competing field trials in which they participated. The territory of the company's sales aside from the United States, extends over many foreign countries, their presses and balers are used by nearly all European nations, as well as in South America, Mexico, Australia, New Zealand, Africa and Asia, so that their export trade is constantly increasing. The establishment forms one of the largest and best-equipped plants in its branch, covers seven acres of ground and has a river front of 500 feet; the office, being at 6900 South Broadway, is easily accessible from all parts of the city by electric street cars. Mr. Chas. E. Whitman is the President, Mr. H. L. Whitman, Secretary and Treasurer, and Mr. G. F. Whitman the General Superintendent of the company, whose incorporation under the laws of the State of Missouri took place in 1880. The remarkable success, of which the proprietors may well be proud, is the highly deserved result of their exertions, their energy, reliability and uprightness in all their transactions.

METAL INDUSTRY AND TRADE.

The trade of St. Louis in iron, steel and machinery embraces the product of rolling mills, foundries, machine shops located here and elsewhere, the bulk of it being manufactured in our own midst. We have here some of the largest foundries and machine shops in the country whose work not only compares favorably with that of the greatest establishments in the Eastern and New England States, but is widely known for its excellence

in every part of the Union and in foreign countries. St. Louis distributes iron and steel as raw material, and the articles made out of both over the entire Mississippi Valley, the West, Southwest and South and has an extensive export trade to the Latin-American States, West Indies and even Europe, where various kinds of machinery built here are justly celebrated and preferred to those of home manufacture.

PADDOCK-HAWLEY IRON CO.

Bell Main 915, 916, 2370. Kinloch B1352, 939, 409.

The origin of the Paddock-Hawley Iron Company dates back to 1872, in which year the firm of Paddock and Lathy entered the field of operations that brought them and their successors within a comparatively short period to the front rank in their branch. Mr. G. E. Hawley became subsequently the successor of Mr. Lathy, whereupon the firm was changed to Paddock & Hawley, remaining so until 1883, when the present name was adopted. The business was, during twenty-three years, from 1872 to 1895, located in the center of the iron trade, that is on North Main street near Morgan; in the latter year the removal to Tenth and Spruce streets took place, where much larger quarters and unsurpassed facilities for the handling of freight were secured through direct connection with all railroad lines coming to St. Louis. The trade of the firm comprises iron, steel, carriage and heavy hardware, corrugated iron, trimmings and wood material, partly of their own manufacture. The six-story building, with its very ample floor space, contains the factory, sales-rooms, offices and shipping department, and a spacious warehouse in East St. Louis serves for the storage of bar iron and steel and the heavier articles in which they deal. The firm keeps the fullest assortment of everything in their line, and is at all times prepared to fill even the largest order without delay. Over a hundred employees are constantly busy in the various departments and an appropriate number of traveling men represent the house outside of St. Louis. The territory of sales embraces the whole West, Northwest and Southwest, aside from plenty of orders from Eastern and South-

ern States. The prompt and faithful execution of every order, large or small, the reliable and fair dealing on the part of the firm with all its customers has won for it the unlimited confidence of the trade and an enviable reputation over the whole country. The yearly transactions of the house figure in the millions and its operations are still extending to greater dimensions. The officers of the company are as follows: Messrs. Gaius Paddock, President; Geo. E. Hawley, Vice-President; C. T. Brace, Secretary; W. M. Miller, Treasurer, and Orville Paddock, Superintendent; all of whom devote their time and attention, their energy and activity to their respective duties and are true representatives of the characteristic qualities of the enterprising industrious American business men.

MALLEABLE IRON, ZINC AND BABBITT METAL.

MISSOURI MALLEABLE IRON CO.

EAST ST. LOUIS.

Bell Bridge 270m. Kinloch A1240.

One of the most prominent and well-known institutions among the great iron industries of St. Louis is the Missouri Malleable Iron Works — which, although located in East St. Louis, is strictly a St. Louis concern — being owned and operated entirely by St. Louisans. The company owes its existence to the enterprise and capital of Mr. John C. Nulsen and was incorporated in St. Louis in 1881. After ten years of successful operation the works were found insufficient for the increased demand for their product — and a new plant was erected in East St. Louis directly opposite the city of St. Louis. The works are located on a fifteen-acre tract and are built in the most substantial manner with every known modern improvement in the way of machinery — smelting and annealing ovens. They have a capacity of 15,000 tons of malleable castings per year, and make a specialty of railroad — street car — agricultural and stove castings — in addition

to a general jobbing business. The company was organized with a capital of 250,000 dollars, and at present employs the full amount of half a million dollars in the conducting of its business. Mr. John C. Nulsen has been the President of the company since the beginning, but having withdrawn from active business has turned the management over to his two sons, A. J. and F. E. Nulsen, who hold the offices of Treasurer and Secretary, and with assistance of Frank S. Taggart as Superintendent, are in charge of the operation of the entire work. The number of men employed varies from 600 to 700, and includes a large variety of mechanics — consisting of molders, helpers, core-makers, pattern-makers, machinists and other skilled trades. The amount paid out in wages by the company averages one thousand dollars per day, and has proven a large assistance to the building up of the New East St. Louis. Their enterprise has induced other manufacturers to locate at the same place.

Mr. John C. Nulsen, a native of Hanover (Germany), is the son of a prominent family, whose ancestors lived in Brabant; he crossed the ocean when only eighteen years old together with his two brothers, with whom he embarked in the cigar business in Cincinnati in 1842. Three years later he came to St. Louis and made this city his home ever since. Possessing an academical education and well informed in general, he was fully equipped for the active business life upon which he had entered since his arrival in the new world. For four years he conducted a cigar manufactory on North Main street. On a piece of ground leased for thirty years from Peter Lindell he built in 1849 a business house (solid brick) on North Third street, and in 1858 the first stone-front building in the city, on the same street, No. 407. He also erected, some time later, the first stone front on Olive street, southwest corner of Sixth, a substantial structure whose interior has recently been remodeled. After giving up cigar manufacturing he opened a rectifying establishment in partnership with his brother-in-law, Joseph Mersmann, under the firm of Nulsen & Mersmann. He was thus engaged until 1839 when he retired temporarily from active business. After a two-years' stay in Europe, returned to this city, he founded, in 1881, the Missouri Malleable Iron Company and erected the works on Papin

street on property which is still owned by the company. Mr. Nulsen has always been a man of great activity, circumspection and enterprise, and has been identified with various important undertakings and prominent financial and industrial corporations; assisted in the organizing of the Fourth National Bank and the Franklin Savings Institution, and has at all times been and is still ready to lend a helping hand to everything which might promote the welfare of the community. He is yet full of energy as in his younger years, and manages his large and various interests with remarkable ability and success.

OTTO F. MEISTER.

Mr. Otto Ferdinand Meister, the oldest son of the late Frederick Wm. Meister, is a native of St. Louis, where he received his early training and higher education, finishing the same with the academic course and the special study of metallurgy and chemistry at Washington University. The theoretical knowledge so acquired soon opened him the field of its practical application; the St. Louis Smelting and Refining Company sent him to its works in Colorado in the responsible position as Assayer. Some time later he became the general manager of a silver mine in the same State and this gave him a thorough knowledge, theoretical as well as practical, of all the details pertaining to the mining, smelting and refining of ore. In 1882 he leased the Lumaghi Zinc Works at Collinsville, Illinois, which he conducted for four years and in 1886 organized the Collinsville Zinc Works, an establishment of large dimensions, giving employment to about two hundred hands. He was for nearly fourteen years a director and during a long period the president of this corporation. The metal industry found in him a most active promoter and his extensive experience in this industrial branch has made him one of its foremost representatives in this section of the country. After the death of his father he succeeded him as a Director of the German Savings Institution, the second oldest bank and at the same time one of the most solid financial corporations of our city. Mr. Otto F. Meister is well known and highly esteemed in our mercantile and social circles, always ready to further the com-

mercial and manufacturing interests of St. Louis and to promote the welfare of his native city. His father, Mr. F. W. Meister, had come here in 1844 and prepared himself for his future career, as an employee in a retail grocery; he was industrious and ambitious and this led in 1848 to his admission as junior partner in the wholesale grocery firm of Meyer, Krug & Meister, which in 1869 after the death of Mr. Krug was changed to Meyer & Meister, from which he withdrew in 1873. He had been one of the founders of the German Savings Institution and served as its President from 1873 to the time of his death (in 1898), a full quarter of a century. In this capacity, like in everything else during his whole life, he proved to be a man of sterling qualities, upright in all his dealings, cautious and conservative in the management of all affairs, honest in all his transactions and the true representative of the German-American business man, combining American enterprise with German perseverance.

HOYT METAL CO.

Bell Lindell 1058.

The Hoyt Metal Company was established in 1870 by Messrs. C. C. and E. K. Hoyt and was incorporated in 1879 under the laws of the State of Missouri. The owners are the aforesaid two gentlemen and the American Smelting and Refining Company. The factory, for many years located on Second and Carr streets, proved inadequate in course of time, the demand for its products becoming greater from year to year, thus necessitating much larger quarters and this led to the erection of the magnificent plant on Clayton between Sarah and Boyle avenue. The substantial buildings cover almost an entire block and contain a full equipment of the most improved modern machinery and all facilities for the manufacture of Babbitt metals and solder, for which the Hoyt Metal Company is justly celebrated. A complete rolling plant for making all kinds of hard lead pipe, sheet lead, metal tanks for storage batteries, etc., forms an important part of the establishment. The Standard Babbitt Metals, made by the Hoyt Metal Company, comprise the genuine and faultless brands for saw mills, dynamos, high speed engines and any severe service, and

the Reliance, Eagle and C. B. grades for threshing machines, traction engines and machine shop uses; aside from these a No. 4 grade is made, a clean free running metal; the best in the market for the money. Hoyt's solder is made from first-class material thoroughly mixed and refined, carefully poured in attractive bars and packed in one hundred pound cases. The mixing and pouring apparatus used by them is their exclusive patent and cannot be made use of by anyone else. All the products of the company are of superior quality, the greatest care being taken in their manufacture so as to make them safe and reliable in the highest degree. Ample means and a very extensive trade, which is constantly on the increase, enable the company to give their patrons the best possible terms. The firm employs in the St. Louis factory from 75 to 100 hands, most of them skilled and experienced workmen. The company has a branch, including workshops and offices, at Arlington, New Jersey, for the supply of the New England and Eastern States. The territory of sales includes all parts of the Union and a considerable export to some of the European countries and even South Africa. The St. Louis factory is a model establishment, and, through the Wabash Railroad, whose tracks pass by, connected with all railways coming to St. Louis. The following gentlemen are the officers and directors of the company: C. C. Hoyt, President; E. R. Hoyt, Vice-President, and W. S. Swingley, Secretary. The second Vice-President, Mr. H. K. Mills, who had been connected with the firm for more than twenty years, died May 22, 1901. The firm enjoys an enviable reputation for strictness and reliability in all its dealings, as well as for the unsurpassed quality of its output. The mail address is 4153 Clayton avenue, St. Louis.

FOUNDRIES AND MACHINE WORKS.

ESSMUELLER MILL FURNISHING CO.

Bell Main 1230. Kinloch D368.

One of the largest establishments in the milling machinery branch, the Essmueller-Heyde Mill Furnishing Company, was originally founded more than twenty years ago by Fred H.
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Essmueller and Ludwig Mutschler and was continued under the firm name of Mutschler and Essmueller until 1897, in which year the present company was incorporated, whose officers, F. H. Essmueller, President; August Berblinger, Vice-President and Superintendent; and Wm. C. Essmueller, Secretary and Treasurer. The works are located at 605 South Sixth street, in close proximity to the tracks of the Iron Mountain Railroad and thereby connected with all other railroad lines centering here. The workshops have a complete equipment of the most approved machinery, tools and other facilities for the manufacture of the various machines and implements used in flour and grist mills, malt houses, breweries, etc., and give employment to a large number of skilled mechanics. Everything made by the firm excels in material, exact workmanship, operative power and durability aside from accurate performance of work. Many of the largest plants here and the various Western States had their outfits supplied by the Essmueller Mill Furnishing Company whose constant aim it is to give their patrons the fullest satisfaction. The capacity of the works enables the company to execute even the largest contracts within a comparatively short time. The firm is well known for the great attention given to all orders and its fair and upright dealing, and the owners enjoy the well-deserved respect and esteem of business and social circles. The firm is a member of the St. Louis Merchants Exchange and Manufacturers Association.

ARTHUR FRITSCH FOUNDRY AND MACHINE CO.

Bell Main 2939. Kinloch D342.

The mining industry of this country and especially of the Western States is permanently growing in volume and importance and the mining engineers' sciences is constantly developing new improvements with which the manufacture of mining machinery has to keep pace. The demand for modern machinery must therefore be supplied by reliable firms, whose products come fully up to the requirements of our progressive age, and we speak in this connection of the Arthur Fritsch Foundry and Machine Company as one whose output answers these requirements in the

most perfect manner. The company manufactures every kind of mining machinery, boilers and pumps, and makes a specialty of complete concentration plants and sectional crushers of all sizes and varying in capacity according to the specific orders received. The works occupy the premises Number 212-214 and 216 Gratiot street and are equipped with the most improved machines and tools for the turning out of unexceptional superior work, unsurpassed in material and accuracy of finish, durability and operating power. Mr. Arthur Fritsch is himself a first class draftsman and machinist, possesses a thorough knowledge of all the details in the branch and devotes all his time and activity to the business of the firm, which has become more extensive from year to year, so that the plant as well as its capital have considerably been enlarged of late. The company is incorporated under the laws of the State of Missouri, Mr. Arthur Fritsch being President, Mr. Edward A. Gessler, Treasurer, and Mr. Ferdinand H. Hegel, Secretary. Their success is the result of the reliable execution of all orders entrusted to them, strict business principle and fair dealing in all their transactions and is therefore well deserved.

PAVYER PRINTING MACHINE WORKS.

Bell Main 2670m. Kinloch D360.

The Pavyer Printing Machine Works, since many years located at the southeast corner of Broadway and Poplar street, are the direct successors of the St. Louis Type Foundry, established fifty years ago. St. Louis has always been the chief distributing point of printers' material and furniture for the Mississippi Valley and all the territory tributary to this city, but only one local firm devotes itself to the manufacture of printers' supplies, and this is the one we speak of. These supplies comprise wrought and cast iron chases, paper cutters, proof-presses, side and foot sticks, lead cutters and all other implements used in a printing office. They are also the sole makers of the Mustang Mailer for affixing addresses on newspapers, periodicals, catalogues, price-lists, and circulars. Everything emanating from the Pavyer Printing Machine Works excels in exact workmanship, durability and

material, all of which has won an enviable reputation for the firm and its products. The establishment is known for its reliable and fair dealing and the great care with which all orders are executed. James G. Pavyer is the President, Ben J. Pavyer the Vice-President of the company, both active and energetic business men, who give close attention to the management of the works and are untiring in their efforts to give their patrons the fullest satisfaction.

ST. LOUIS IRON AND MACHINE WORKS.

Bell Main 2932. Kinloch D323.

The St. Louis Iron and Machine Works, incorporated under that name in 1875, will soon complete half a century. It was in 1854 that Mr. Gerhard H. Timmermann opened a machine shop on Myrtle, near Second street. It was a small beginning, but soon grew in size and scope of work, so that much larger workshops and facilities became necessary, and this caused the establishment of a factory on Main street and Chouteau avenue in 1864, which had to be enlarged from time to time by the addition of new and the extension of old buildings until the plant covered the entire block. The equipment of the works comprises the most improved machinery and appliances of the present time, the best tools and every imaginable facility for the production of machines unsurpassed in material, workmanship, exactness of service and operating power—qualities so highly appreciated, not only by the owners of machines, but also by those who run them. The output of the establishment consists of various kinds of machinery, a few of which may here be mentioned. The St. Louis Corliss Engine stands in the front rank of similar engines. It is a specialty of the firm; is made in all desired dimensions up to 2,000 horse-power and is constructed in such a way that every part of it can be replaced without delay from the stock on hand. Another specialty are the Lion Dry Press Brick Machines, with a complete outfit for preparing and pulverizing the clay; they are manufactured in three sizes: The smallest, called the Baby Lion, presses two bricks at the time; the next (known as the Lion) five bricks, and the largest (the Jumbo Lion)

six at each movement. These machines save time, labor and expense, and produce bricks of better quality and nicer and more uniform shape than any other method could. The firm owns several patents in connection with these machines for which the demand is still on the increase. Among the other articles emanating from the works are machines for artificial ice-making and refrigerating purposes (ammoniac condensers), cotton compress and plate glass machines, aside from every variety of heavy machinery, condensing apparatus, etc. In the construction of all these various machines particular stress is laid upon the following qualifications: The greatest and most perfect service; the saving in cost of running; the exactness of the work they have to perform; the least deviation and vibration, and, above all, the uniformity of operating. These qualities have made them famous over the whole United States and in Central and South America. The establishment has constantly been improved and is since many years one of the largest and best equipped in the country, with an output of several million dollars per annum. Mr. Gerhard H. Timmermann, the President of the corporation, still hale and hearty, in spite of his seventy-nine years, can with well-justified satisfaction and pride, look upon the development of such a magnificent industrial establishment, the result of many years of arduous labor, energy, enterprise and honesty in all his transactions. Mr. Herman Krutzsch, the Vice-President and General Manager, has been identified with the firm since 1871, is a graduate of one of the best Schools of Engineering in Germany and acquired a thorough practical knowledge in his profession in Germany, England, and this country before coming to St. Louis; he is very competent and a man of great activity. The Secretary of the company, Mr. John H. Timmermann, a son of the founder, commenced as an apprentice in the works and is therefore familiar with all the details of the branch. It is a happy combination of German diligence and perseverance with American enterprise and energy that forms the fundament of the continued great success achieved by the St. Louis Iron & Machine Works.

SCHOELLHORN-ALBRECHT MACHINE CO.

Bell Main 1686. Kinloch A314.

The Schoellhorn-Albrecht Machine Company was established in 1887, by Mr. August Schoellhorn and Mr. Hermann S. Albrecht, both experienced machinists and practical engineers. The firm was afterwards incorporated by them and Mr. J. C. Weber, which three gentlemen are at the same time the directors and officers of the company: H. S. Albrecht, President; J. C. Weber, Vice-President; Aug. Schoellhorn, Secretary and Treasurer. The factory was, during the first eleven years, located at 609 and 610 North Levee and 616 and 618 North Commercial street, where their business made such progress that much more space became necessary, and this was acquired by the purchase of three adjoining four-story houses, 416, 418 and 420 North Main street, which they rebuilt and remodeled to make them best adapted for their manufacturing purposes. They have a frontage of 64 by a depth of 117 feet, and contain a floor space of 20,800 square feet. The different workshops, in which fifty skilled mechanics are employed, are equipped with the most approved machinery and stand, under the direct supervision of Messrs. Albrecht and Schoellhorn. They manufacture general machinery of all kinds, and pertaining supplies, steamboat machinery, and power plants of every description. The great success which the firm achieved within a comparatively short time is due to the fact that they give constant attention to perfect workmanship a careful selection of material and the conscientious execution of every order, large or small, entrusted to them. In this way they have won the confidence of their customers and by fair and honest dealing a reputation of which they may well be proud. The partners of the firm are active, energetic business men, possess a thorough knowledge of all the details in their specific branch, and the work sent out from their factory all over the United States, Canada, and Mexico gives everywhere the fullest satisfaction, which is certainly the highest compliment any manufacturing firm can receive.

COPPER AND SHEET IRON INDUSTRY.

JOSEPH F. WANGLER BOILER AND SHEET IRON WORKS COMPANY.

Bell Tyler 383. Kinloch B1227.

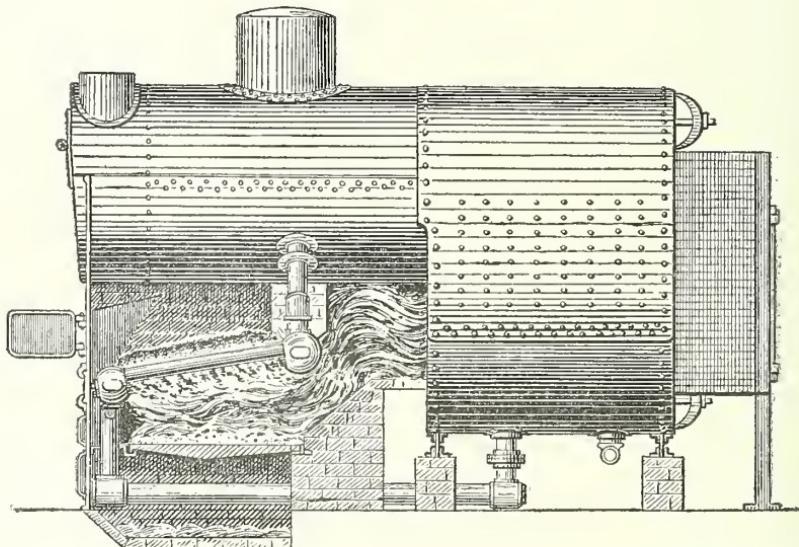
It is but natural that an industrial center like St. Louis, with its numberless manufacturing establishments of every character, its flour, saw, and planing mills, furniture factories, metal works, breweries, etc., requires an unlimited number of steam boilers, but there are comparatively only a few firms here devoted to boiler making and repairing. One of the oldest and most reliable in this branch, the Joseph F. Wangler Boiler and Sheet Iron Works Co., was founded in 1864 by Mr. Joseph F. Wangler under the firm name of Cantwell & Wangler, and was first located on the southeast corner of Main and Carr streets, including numbers 1019, 1021 and 1023 Main street. Mr. Wangler soon became the sole owner of the establishment and the constant growth of business made larger quarters necessary, which were secured on North Ninth and Mullanphy streets, where the various buildings Nos. 1535 to 1547 cover a very large area of ground. The style of the firm was for many years the Joseph F. Wangler St. Louis Boiler Yard, but was changed in 1891 and incorporated under the laws of the State of Missouri as the Joseph F. Wangler Boiler & Sheet Iron Works Company. They make steam boilers of all sizes, also all kinds of sheet iron work, storage tanks for oil and water, freezing and brine tanks for ice machines and put them up in every part of the country. The workshops are equipped with the most approved and modern machinery and the work turned out from them is unsurpassed in exact workmanship, durability and quality of material and are always closely examined before sent out. The greatest care and attention is given to the execution of every order, and plans and estimates are cheerfully furnished. The repairing of boilers, etc., in and out of the city is promptly attended to by experienced workmen and nothing left undone to give their

customers the fullest satisfaction. Mr. Joseph F. Wangler is a native of Pittsburgh, Pa., but has made St. Louis his home when quite young; close attention to business, activity and promptness combined with fair and upright dealing in all his transactions have won for him a well-deserved success and the esteem of his fellow-citizens and the establishment has become more extensive from year to year, giving steady employment to more than one hundred workmen. Mr. Joseph F. Wangler is the President of the company and is ably assisted by his two sons, Mr. C. J. Wangler, the Vice-President, and Mr. J. A. Wangler, the Secretary. They are members of the Merchants Exchange and of various other organizations for the promotion of industry and trade and are at all times ready to participate in every movement for the welfare and in the interest of the community.

DOWN-DRAFT BOILER WORKS.

STEWART BOILER CO.

Bell Main 1180. Kinloch C1968.



As a matter of interest to industrial St. Louis it affords us great pleasure to bring to the notice of our readers the perfection of economy in steam raising recently brought to our notice.

All who operate steam plants have their grievance in coal bills: the burden of fuel expense at once exhausts patience and the check book. In our illustration we show a new idea in steam boilers. This simple device, while furnishing enormous power, actually occupies the limited floor space of only five by thirteen feet, its full expense being but one-half that of other steam boilers. In addition the builders guarantee to satisfy the exacting requirements of the smoke inspector of St. Louis. A further advantage lies in the fact that the first cost of installation is but two-thirds that of other boilers of equal power, and its success can be verified by inquiry among its users. The Down-Draft Boiler Works, 23d and Papin streets, are the patentees and builders. A number of boilers are always on hand so that purchasers may see them before buying, thus securing prompt fulfillment of orders.

ALOIS AUFRICHTIG.

COPPER AND SHEET IRON WORKS.

Kinloch D347.

The copper and sheet iron industry of St. Louis is naturally of great extension and importance, there being thousands of factories and other industrial establishments in the city, which require numerous articles made of copper, brass and sheet iron. Mr. Alois Aufrichtig stands since many years at the head of an establishment exclusively devoted to this branch of metal industry which is justly celebrated for the excellent work performed in it. Mr. Aufrichtig learned the copper-smith trade in the city of Klausenburg, the capitol of Transylvania, he himself being a Hungarian by birth; after serving his apprenticeship he worked at his trade first in Vienna and Bruenn, the capital of Moravia, then going to England he found employment in London and Newcastle, and afterwards went across the ocean to seek his fortune in the new world. After working for quite a while in Springfield, Mass., and Chicago, he came to St. Louis in 1878, where he soon opened a shop of his own. As a skilled mechanic and by close attention to his work he succeeded in a very short time in gaining a permanent patron-

age from nearly all our breweries and many distilleries, which in itself was sufficient to keep him and his many workmen busy all the year round. More shoproom became necessary, and he acquired the two houses, 218 and 220 Lombard street, where office and factory are now located. The latter is equipped with the most improved machinery and all utensils for the turning out of all kinds of copper, brass and sheet iron articles used in breweries, distilleries, sugar refineries, milk condensing factories, etc. The best of material, accurate workmanship and honest dealing have always secured him the confidence and satisfaction of his customers, who are constantly growing in number here and elsewhere, and he may well be proud of his success.

NATIONAL ENAMELLING AND STAMPING CO.

Bell Tyler 528, 530. Kinloch D1682.

This is now the name of what used to be the St. Louis Stamping Company, established in 1866 by Messrs. F. G. and Wm. F. Niedringhaus, who, until then and since 1862, had made stamped tinware in a modest workshop located on Tenth street and Franklin avenue. The introduction of enamelled kitchen ware, similar to that used in Germany, took place in 1873, but proved not practical, the climate and other circumstances, especially the Americau method of cooking on iron and gas stoves, demanded a more durable article, and this led to the invention of granite-ware, with which the company achieved such remarkable results. Up to this time and for several years later the sheet iron used in the manufacture of stamped ware came mostly from England, and it was, therefore, a step in the right direction when the Messrs. Niedringhaus resolved to establish an extensive rolling mill in addition to their stamping factory. They located the same close to the river bank, so that the ore from the mines and the scrap iron for melting purposes can in the easiest and cheapest way reach the mills, and likewise by railroad, the tracks passing along the rolling works. The factory, for years located on Second, Main and Florida streets, employed usually from 800 to 900 hands, the rolling mills about 700, but the former became inadequate in course of time for the constantly growing demand,

and this caused the founding of Granite City on the east side of the Mississippi, opposite the northern part of St. Louis, and not very distant from the Merchants Bridge, at the same time possessing all desirable railroad facilities. The works at Granite City give steady employment to about twelve hundred persons, and are the most extensive of their kind in the Union. The catalogue comprises a very great variety of granite iron articles, which are sold all over the country and favorably known in Europe. Branch warehouses and offices are in New York, Boston and Chicago, the general office being in this city. Officers of the corporation are as follows: F. G. Niedringhaus, President, and Thomas K. Niedringhaus, Manager. The first named gentleman was a member of the Fifty-first Congress, but declined a re-election, his business interests demanding his entire time and attention. Besides the two gentlemen named several other members of the family are closely identified with the establishments in various capacities, and their co-operative activity is, in fact, an unquestionable proof that the old doctrine "in union there is strength," is nowhere more practically and fully illustrated than by the great success of the older and younger Niedringhaus generations.

GEO. WIEGAND, Prest. and Gen'l Mgr.
GEO. WIEGAND, JR., Vice-Prest.

CHAS. WIEGAND, Sec'y.
E. M. CHRISTOPHER, Treas.

Standard Stamping Co.,

MANUFACTURERS OF

STAMPED, PIECED AND JAPANNED **TINWARE**

IMPORTERS AND JOBBERS OF

Tin Plate, Tinnery Supplies,

Machines and Tools.

OFFICE AND SALESROOMS

2000-2006 N. BROADWAY,

Bell Tyler 346.

Kinloch A710.

STOVES AND FURNACES.

FRONT RANK STEEL FURNACE COMPANY.

Bell Main 1584. Kinloch C698.

The manufacture of furnaces for heating purposes has undergone so many changes and improvements, that the doctrine of the surviving of the fittest may justly be applied to this industrial branch and we point with pleasure to the above company as one of the most prominent representatives in their line of business. The same was organized and incorporated in 1890. The present officers are W. G. Haynes, President; H. F. Langenberg, Vice-President; and Carl H. Langenberg, Secretary; who also constitute the Board of Directors. The firm manufactures the Front Rank Steel Furnaces, for which they hold various patents, and make hot water, steam, and warm air apparatus a specialty. Many of our modern offices and public buildings have been supplied with heating systems by this company, likewise numerous private residences here and elsewhere. The product of this factory has no rival as to quality of material and workmanship nor in regard to effectiveness and durability. Their sales comprise the whole United States from one end to another, and European countries, and wherever the "Front Ranks" are known, they are justly celebrated and highly appreciated. The factory buildings extend from 2301 to 2309 Lucas avenue and are equipped with the newest and best machinery; one hundred hands are constantly employed in the different workshops under the supervision of well experienced scientists and practical experts, which fact in itself is a guarantee, that only perfect work is allowed to leave the firm's premises. The gentlemen named herein are well-known business men of prominence in our commercial circles and one of them, Mr. H. F. Langenberg, has been Vice-President and afterwards President of our Merchants Exchange.

RINGEN STOVE COMPANY.

Bell Main 330. Kinloch B859.

A store of perhaps 20x20 with a workshop in the rear of similar dimensions, located where now the entrance of the Eads Bridge — such was the beginning of one of the largest manufacturing establishments of which this city can boast. It was a simple tinshop carried on at the aforesaid location by Mr. John Ringen, from which the Ringen Stove Co. developed. The narrow store and shop, which had been large enough from 1860 till 1865 was no longer sufficient, more room was required and found at No. 708 North Fourth street. Better facilities brought a larger trade, but the principal cause of the remarkable success of the firm was the admission of Mr. Geo. Kahle as a partner, under whose management the scope of the business extended from year to year, and the same can justly be said of Mr. C. A. Stockstroem who succeeded him after his retirement from active business. The present firm was incorporated in 1881 by John Ringen and Geo. Kahle; the former withdrew from active participation in the affairs of the company in 1888 and the latter in 1894. The present officers are C. A. Stockstroem, President; E. H. Stockstroem, Secretary and Treasurer; the Board of Directors consists of C. A., E. H., and Louis Stockstroem, and the owners are John Ringen, Geo. Kahle and C. A. and Louis Stockstroem. After the removal to No. 508 North Fourth street, a four-storybuilding of large dimensions, the business grew in such a degree that even this locality proved inadequate. The six-story double house No. 414-16 North Broadway answered the requirements in 1890, but after a number of years still larger quarters became necessary and led to the purchase of one of the most spacious buildings in the heart of the business district, viz., Nos. 410, 412 and 414 N. Sixth street, between Locust and St. Charles, of which the firm took possession in April, 1900, after important alterations in its interior. The upper floors serve for manufacturing purposes, at which over seventy-five hands are constantly employed. The lower floors contain the salesrooms where polite salesmen attend to the customers. Besides the output of the Quick Meal Stove

Company, of which we speak below, the Ringen Stove Company sells steel ranges, the Radiant Home Base Burner, the Quick Comfort Refrigerator and all kinds of kitchen ware.

QUICK MEAL STOVE COMPANY.

Bell Main 512. Kinloch D387.

This company is closely affiliated with the Ringen Stove Company, the proprietors of the former being also partners in the latter and both companies working harmoniously hand in hand. The Quick Meal Stove Company began operations in a very small way; from a single apartment in an upper story of 708 North Broadway emanated the first Quick Meal Stove, made by Louis and C. A. Stockstroem, the inventors and patentees of the system. The incorporation took place in 1881 with John Ringen, C. A. Stockstroem, Louis Stockstroem, and Geo. Kahle as incorporators. The first factory was established on Ninth, corner Cass avenue, and had soon to be enlarged, but proved too small within two years so that a removal to the northeast corner of Third and Spruce streets was resolved upon, where a much larger building was leased, but even this became insufficient as the demand for Quick Meal Stoves grew from year to year. The company bought therefore the Smith Mansion on the north side of Chouteau avenue between Eighth and Ninth streets and erected in 1888 upon its site a substantial three story building reaching from 817 to 827 Chouteau avenue with a depth of 318 feet. Since then large additions were made on the west and north side, such becoming necessary from time to time in consequence of the uninterrupted extension of business. The product of this establishment comprises Quick Meal Gasoline and Gas Stoves and Ranges, Quick Meal Steel Ranges, Quick Meal Wickless Blue Flame Oil Stoves and Quick Meal Gas Heating Stoves, all justly celebrated not only for the system upon which they are based, but also for the excellent workmanship and the superior quality of the material used in their manufacture. They are acknowledged to be the best in the world and are sold all over the United States, in Canada, Mexico, South America, Australia and Germany and were awarded Gold Medals at the World's Fair in

Melbourne in 1890 and the Industrial Exposition at Hamburg and Madgeburg (1899). The factory is equipped with the newest and best machinery and the most modern appointments, and forms the largest gasoline and gas stove works in existence, constantly employing five hundred and seventy-five skilled mechanics. The ownership has never changed during the twenty years, neither has the great success of the firm, which is all the more deserved as it opened a new industrial field and furnished the world such a valuable household auxiliary as the Quick Meal Stove. The present officers of the company are: C. A. Stockstroem, President; Geo. Kahle, Vice-President; Louis Stockstroem, Secretary and Treasurer; gentlemen of the highest standing in the community and true representatives of industrial progress.

BUTCHERS' MACHINES & IMPLEMENTS.

G. V. BRECHT BUTCHER SUPPLY CO.

Bell Tyler 611. Kinloch D1663.

The butcher and packing trade forms one of the most important and extensive industrial branches on the American as well as the European continent and so does the manufacture of machines and implements required by the aforesaid branches. The G. V. Brecht Butcher Supply Company of St. Louis devotes itself to the manufacturing of these articles and has gained a world-wide reputation in this particular field. It was a rather modest beginning, when Mr. G. V. Brecht, Senior, commenced to make butchers' tools in a small workshop on North Sixth street near Franklin avenue but it became the foundation of one of the largest industrial establishments in this country. This was in 1853 and the firm will therefore soon be able to celebrate the fiftieth anniversary of its existence. It required many years of energy and faithful application, of untiring work and diligence, to develop the factory and the business of the company to the present dimensions; a wonderful enlargement took place from time to time, keeping pace with the continuously growing demand for its product and there is to day hardly another establishment of the

same branch in the United States which can be compared to the plant on Twelfth street and Cass avenue and the adjacent block. The various buildings contain an immense floor space and every department is fully equipped with the most approved machinery and appurtenances used by skilled mechanics under the supervision of experienced superintendents and foremen. The company has recently added the manufacture of automobiles as a separate branch of their vast establishment, whose output is sold all over the United States, Canada, Mexico, South America, in the European and all other foreign countries. The firm has branches at Frankfurt-on-the-Main (Germany) and at Buenos Ayres (Argentine) as distributing points for Europe and South America respectively. Two hundred and fifty hands are constantly employed in the works. The company's remarkable and well-deserved success is caused by the unsurpassed quality of every article placed on the market or made to order, and it is furthermore the result of the strictness, promptitude and fair dealing invariably adhered to by the management. The G. V. Brecht Butcher Supply Company possess all facilities for the execution of even the largest orders and has ample means at their command. The working capital of 50,000 dollars in 1888 was increased to 150,000 in 1892, and the surplus amounts at present to over 100,000 dollars. The firm was incorporated in 1888. The death of the founder occurred in 1891, since which time the officers of the company are as follows: Mr. G. V. Brecht, Junior, is the President; Mr. Francis Carl the Vice-President, and Mr. E. Volkening the Secretary and Treasurer. Mr. Brecht has for years been Consul of the Argentine Republic. Mr. Volkening is one of the most active members of the Manufacturers Association, and the company has always been ready to promote the industrial and commercial interests of St. Louis.

HINGES, NUTS AND BOLTS, ETC.

C. HAGER & SONS HINGE MFG. CO.

Bell Sidney 711m.

Mr. Charles Hager, Sr., began operations as a hinge maker as early as 1857, and from this modest commencement developed in course of time one of the largest industrial establishments in our midst. The works of the C. Hager & Sons Hinge Manufacturing Company, located at numbers 2421 to 2427 DeKalb street, cover a large area and are fully equipped with the most complete machinery and the best tools for the manufacture of the different articles which form the product of the firm. It consists in hinges of all sorts, wagon bow staples, wrought iron stay rails, wrought iron tub handles, hay fork pulley hooks, anchors, wrought iron barn door latches, door pulls, meshes, butts and wrought steel felloe plates, etc., and all these articles are favorably known for their superior quality, material and workmanship. The factory employs a large number of skilled mechanics, whose work is done under the supervision of the proprietors and their able assistants. Everything is carefully examined before leaving the shops, so that nothing is sent out by the firm that would not come up to the fullest requirements. The great success of the firm is the well-deserved reward for the owners' faithful adherence to the strictest business principles, the attention given to the execution of work, the prompt filling of orders and the fair dealing with their customers. Mr. Charles Hager, Senior, is the President of the company, though no longer as active as in former years, so that the management depends upon the sons, who are energetic, enterprising and industrious business men, from boyhood grown up in the factory and thoroughly familiar with all details of the business. Mr. C. Hager, Junior, is the Secretary and Mr. A. W. Hager the Treasurer. The Board of Directors consists of these three officers and Mr. A. M. Hager, another son. They are all well known and esteemed as men of integrity, progressive ideas
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and excellent citizens; they can truly be called chips of the old block, following in the footsteps of their father, who enjoys the respect of all who know him and has many warm friends, especially in the southern part of the city, where he made his home from the day of his arrival in St. Louis. In addition to the foregoing it may be in order to mention, that a very complete illustrated price list is issued by the firm from time to time, so that customers are constantly provided with all the desired information; these handsome catalogues are also sent to parties wishing to become acquainted with the products, prices and terms of the company.

The Hager Steel Works in Granite City, a very extensive establishment, is owned and operated by the same proprietors and forms an important addition to our great industrial enterprises.

ANCHOR IRON WORKS AND BOLT FACTORY.

Bell Main 1577.

Mr. Dan Kerwin, the proprietor of the above establishment, made this city his home in 1849 and has lived here ever since. He brought with him the industrial and frugal habits of his native country, Ireland, the willingness to work and the laudable ambition to become a useful citizen and in course of time his own master and independent of others. Being a blacksmith by trade and a great mechanic, he soon found employment in the Iron Works of Chouteau, Harrison & Valle, later on in the Coles Patent Bolt & Nut Works, where he advanced to the position of manager. He established a business of his own in 1864 and gained the confidence of his customers by strict attention to business, faithful execution of all orders, good material and exact workmanship. The output of the Anchor Iron Works and Bolt Company consists in iron work for buildings, grain elevators, cable and electric railroads, and steamboats, hog and truss chains, marine anchor and bridge bolts, as well as all other kinds of bolts according to order. The factory, number 805 and 806 North Levee, has a complete equipment of the best machinery and tools and turns out only first-class work. Mr. Dan Kerwin enjoys the respect of

the business and the whole community for his uprightness and fairness in all his dealings; he has occupied the important offices of Police Commissioner, Chairman of the Democratic and City Central Committee and represented his district in the State Senate from 1887 to 1890. He proved his patriotism during the civil war by serving in one of the Missouri Home Guards regiments, is a man of liberal views, well meaning and charitable and has a host of warm friends, who esteem him for his many good qualities.

MACHINE SAWS.

BRANCH SAW CO.

Bell Main 2562. Kinloch A729.

Branch Crookes Saws are a household word in the saw and planing mills and in all factories using machinery saws from Maine to California and from Lake Superior to the Gulf of Mexico; they gained this reputation from the start and have kept it intact ever since, which means a period of more than half a century. Joseph W. Branch was only eighteen years old on his arrival in New York City in 1844; he had been sent there by a Sheffield firm to take charge of their branch house and factory in the American metropolis, after serving his employers at home with a remarkable degree of ability and faithfulness. But the much older men, who until then had conducted the New York house, were not inclined to obey the dictates of so young a manager and this made his position so disagreeable that he resigned it after two years. He did not return to his native land; he liked this country and resolved to remain in it. After several years of extensive travels he came in 1849 to St. Louis and made this city his home, becoming at once a partner in what was then called the St. Louis Saw Works, under the firm name of Branch, Crookes and Frost. The latter withdrew in 1857 after Mr. Branch had purchased his interest, whereupon the style of the firm was changed to Branch, Crookes and Co. The name of Branch, Crookes Saw Co. was adopted and incorporated in 1888

and changed to the Branch Saw Company a few years ago. The factory covers a large area on North Broadway, between Palm and Branch streets, and has a complete equipment of the most approved machinery for the manufacture of all sorts of saws for factory purposes, especially large circular saws for saw mills, which are unsurpassed in efficiency and durability and justly celebrated for the work they perform. The product of the works excels in quality as to material and workmanship, and is sold all over the United States, Canada and Central America. The offices and warerooms are located at Nos. 817 and 819 North Second street, where, besides their own output, a large assortment of all kinds of saw and planing mill supplies is constantly kept on hand. The firm is well known for its integrity and fairness, the careful execution of all orders, and its members number among the most prominent representatives of American industry. The officers of the company are: Mr. Joseph W. Branch, President; Mr. Joseph C. Branch, Vice-President, and C. Mac J. Cuthbert, Secretary. Mr. Joseph W. Branch is one of the best known St. Louisans, an excellent citizen, sincerely devoted to the interests of the community and enjoys the esteem of a large circle of friends. In conclusion we will add that their saws have invariably received the first premiums, medals of honor, etc., from the prize juries of home and international expositions. The general offices and sample rooms are at 817 North Second street.

ARCHITECTURAL IRON WORKS.

The volume of architectural iron work produced here is keeping pace with the continued erection of large buildings, whose chief material is iron. The safety of structures of this kind led to a complete change in the method of building and brought architectural iron work to the front, as shown by the many office and other public buildings of later days and so conspicuous in all great cities. The progress in this mechanical branch is based upon the constant progress of science, and the St. Louis firms devoted to this industry utilize every new invention of approved merit in the performance of work entrusted to them.

KOKEN IRON WORKS.

Bell Lindell 681, 1460. Kinloch C318, B1400.

The origin of the Koken Iron Works dates back to 1880, in which year (on the first of January) the firm of Koken, Graydon & Co., opened workshops on the southeast corner of Eighth street and Park avenue, for the manufacture of architectural iron. Here they remained till 1888, when they removed to the present location bounded by the Old Manchester road, Chouteau avenue and Missouri Pacific Railroad tracks. The name of the firm was changed at the same time to the Scherpe-Koken Architectural Iron Co., which was incorporated in 1888 by John S. Scherpe, Wm. T. Koken and Chas. W. Koppen. The incorporation of the present firm took place in 1893, and the officers of the company at that time were Wm. T. Koken, President; A. G. Fish, Vice-President, Herman Stoffregan, Secretary and Treasurer, who also constituted the Board of Directors. Besides these there were five other stockholders interested in the company and all actively engaged in one or the other department. The product of the establishment consists in structural and ornamental iron and steel work for buildings and bridges; the various shops, and especially those of the bridge department recently added, are equipped with the newest and most approved tools and machinery all driven by electricity. This and all other modern facilities which can be made useful, enable the company to execute even the biggest contract with great promptness. Every department is superintended over by gentlemen possessing a thorough scientific and practical knowledge of all the details involved; this fact, combined with the use of only the best material, superior workmanship and a close scrutiny of all the work performed by from 300 to 400 skilled mechanics, gives the output of this vast concern the enviable reputation, which it enjoys. The territory of sales extends West to the Rocky Mountains, North to Montana, North Dakota and the Lakes, East to Ohio, West Virginia and Georgia, and South to the Gulf of Mexico. The plant is the most extensive of its kind this side of Pennsylvania covering an area of six acres of land on the Missouri Pacific Railroad line with switching connec-

tions to every railroad coming to St. Louis. The general offices of the company are housed in one of the factory buildings, but the contracting office is located in the Koken Building, 715 Locust street, close to the General Post-Office and Custom House, right in the center of the business district of the city. After the death of Mr. Koken and the retirement of Mr. Stoffregen from active business, the proprietorship was changed and the officers of the company are now as follows: Mr. F. J. Llewellyn, President; Mr. F. T. Llewellyn, Vice-President, and Mr. G. H. Frederick, Secretary.

THE UNION IRON AND FOUNDRY CO.

Bell Main 2933m. Kinloch C1875.

To speak of a phenomenal success in connection with the Union Iron and Foundry Company of St. Louis is only stating a fact, because it is to-day one of the largest industrial concerns of which our city abounds, and has reached this rank within a comparatively short period. The company was organized in 1888 by W. J. Patchell, A. H. Doellner, Leo Rassieur and others. The incorporation under the laws of the State of Missouri took place at the same time. The constantly growing activity in the building trade here and elsewhere necessitated more than once considerable additions to the works located on South Second, Barry and Kosciusko streets, and connected by switches with the tracks of the Iron Mountain and thereby with all other railroad lines. The company manufactures structural steel and iron and ornamental iron work for buildings, and has furnished such for many of the most imposing edifices, among them the Mercantile Club Building, Liggett & Myers, and the Drummond Tobacco Co.'s new plants, the new building of the National Bank of Commerce, — all in this city — the Alhambra Building in Chicago, the Missouri State University Building, in Columbia, the court house of Deer Lodge County, Montana, a brewery in Monterey Mexico, etc. The output of the Union Iron and Foundry Company can be found in all parts of the United States, in Canada and Mexico, and is considered unsurpassed in quality and workmanship, which latter is executed by from 150 to 200 skilled mechanics.

The Board of Directors consists of Messrs. W. J. Patchell, A. H. Doellner, Leo Rassieur and J. L. Curby. Mr. Patchell is the President, Mr. Doellner the Secretary and Treasurer of the corporation, and both give all their time and attention to the management of the factory and the extensive business, whose continued growth is the result of their great ability and untiring energy.

STUPP BROS. BRIDGE & IRON CO.

Bell Sidney 447a. Kinloch D1940.

This large manufacturing firm had a very small beginning in 1859 by Mr. John Stupp, the father of George, Peter and Julius Stupp, who as his successors organized the above company in 1879 and had it incorporated in 1890 with George Stupp as President, Peter Stupp as Vice-President and Julius Stupp as Secretary. They built iron and steel bridges for railways, cities and country highways on contract, or furnish other contractors the ready made parts, manufacture Wrought Iron and Steel Work for buildings and other articles therewith connected. The works are since 1886 located on Seventh and Shenandoah streets, cover nearly an entire block and are equipped with the most complete machinery and all facilities for factory purposes. The establishment is a very extensive one, employs from 80 to 90 mechanics and sends its products all over the Western and Southwestern States. The firm has branches at Kansas City, Mo., and Iowa City, Iowa. The three brothers Stupp are natives of this city, experts in their line, in which they grew up from boyhood and are well known for fair dealing and uprightness, rewarded by deserved success.

PAULY JAIL BUILDING & MFG. CO.

Bell Sidney 246m. Kinloch B358.

This company has since many years become famous all over the United States, in Canada and all Mexico for the superiority of its work in jail and prison building in which particular mechanical branch the firm stands unexcelled and without a rival. Mr. P. J.

Pauly, Senior, and his younger brother, John Pauly, were both blacksmiths by trade and for several years after their arrival from Germany journeymen in some of the largest foundries of our city. After establishing a business of their own they soon gained a reputation for their steamboat work and Pauly's smithshop became a veritable household word with captains, clerks, pilots and engineers on the Mississippi, Missouri and their tributary rivers. But the railroads encroached in course of time upon the river trade in such a measure, that the Paulys found it necessary to seek another field for their industry and mechanical skill. They selected jail and prison buildings as their future field, established in 1870 a factory for this purpose at 2215 De Kalb street and succeeded in this enterprise so well, that the works had to be repeatedly enlarged and are now the most extensive of its kind in the country. Mr. P. J. Pauly, Senior, and his son, Mr. P. J. Pauly, Junior, the latter an architect of the greatest ability, are the inventors and patentees of various important improvements, applied in the construction of jails and prisons and highly valued by State, county and city authorities. The orders received by the company are so numerous, that a very large force of skilled mechanics are constantly employed and they are always executed with the greatest care. Some years ago the St. Louis Art Metal Company was organized by them as a separate branch and its products have won the admiration of an intelligent public. This company devotes itself to the manufacture of receptacles made of the best steel, for the safe-keeping of valuable documents and papers; they are unique and handsome in appearance, fire and burglar proof and of the greatest utility to capitalists, lawyers, financial brokers, real estate men, title investigators, with one word to every one who has papers of importance or value in his possession. Since the death of Mr. John Pauly (in 1899) the officers of the two companies are: Mr. P. J. Pauly, President; Mr. P. J. Pauly, Junior, Vice-President, and Mr. Jos. Pauly, Secretary. Mr. P. J. Pauly, now over half a century a citizen of St. Louis, is one of the best known men in the community, which he has faithfully served as a member of the State and Municipal Legislature; he enjoys the respect of all who know him, is a man of the strictest integrity,

well-meaning and liberal, charitable and ever ready to promote the public interest. He belongs to the Volunteer Firemen's Society, the Missouri Historical Society, the Union Club and several benevolent organizations. Mr. P. J. Pauly, Junior, is a worthy son of a worthy father, imbued with the same principles for uprightness and fair dealing, very active and especially adapted to the performance of his duties. The remarkable success of the firm is well deserved and a source of justified pride for its owners. Their exhibit will form one of the most interesting parts of the coming World's Fair.

HIDES, LEATHER, TANNING AND BELTING.

St. Louis has comparatively few tanneries, so that by far the greatest part of leather used by the boot and shoe and harness manufacturers of this city and of the leather shipped from here comes from elsewhere. The local consumption is necessarily very large, this city being since many years the greatest shoe manufacturing center in the Union, even superceding the New England States. The average receipts during the last couple of years amounted to over 100,000 rolls of leather per annum. The annual receipts of hides approach seventy million pounds, the shipments about twenty millions more, the difference in these figures showing the production of the local slaughtering. The trade in dry hides is very extensive. A large portion of them are received from the South. The belting used in the thousands of factories and the industrial departments is mostly home-made and its manufacture forms a prominent branch of our industries.

E. HARTMANN HIDE & LEATHER CO.

Bell Sidney 716m. Kinloch C1084.

Few industries in modern communities are of greater importance than that of tanning. When we consider the many uses to which leather is now put, and the demand for the best article, it will be seen that the art is one in which only those who are tho-

roughly expert, can hope to succeed. Mr. E. Hartmann, the senior partner of the above firm, established his tannery in this city as early as in 1872. The firm was originally Hartmann and Katzung and its location on North Main street. Larger quarters became necessary and the firm since many years occupies a number of spacious buildings on Shenandoah avenue (No. 1905) and on Gravois avenue (No. 1920) where ample room and every convenience for preparing and finishing the different articles of their manufacture is afforded and where the newest and most improved machinery is in use. The E. Hartmann Hide & Leather Company was incorporated in 1891 by Messrs. E. Hartmann, R. Hartmann, George Weinhagen and E. Spohr, who constituted the board of directors. The officers of the company are: E. Hartmann, President; R. Hartmann, Vice-President, and George Weinhagen, Secretary. The firm devotes itself to the manufacture of harness leather, lace leather and belting. Their well-known brands, the Sampson and Peerless Lace, Snowflake brand, Raw Hide and Oak Harness Leather are sought and used everywhere, sold all over the United States and chiefly in the West and in Texas, enjoying the reputation of great durability and excellent finish. Including a branch tannery at 171 Carroll street about sixty hands are employed in their works.

MISSOURI BELTING COMPANY.

Bell Main 521. Kinloch A807.

The great reputation of the belting manufactured by the Missouri Belting Company is based upon its superior quality and the excellent service which it performs. The product of the firm consists in "Giant" Raw Hide Belting, Oak Tanned Leather Belting and Lace Leather and is sold all over the United States and exported to Europe, where it is most favorably known. The particular properties of these various articles of belting are their strength, durability, pliability, and the quantity of power which they develop. The "Giant" Raw Hide Belt, for instance, furnishes thirty-three and one-third per cent more power than any other belt made. It is a well-known fact that the service of every kind of machinery depends in a great measure upon the transmitting, or in other words the belts and shafts, and it is for this reason, that the Missouri Belting Company manufactures only the best

grades of beltings. The company was established and incorporated in 1892, by Messrs. Geo. Engelsmann, Chas. Kraus, Geo. I. Matthews and Hy. Flachman; the present owners are the two first named and H. Engelsmann, who are also the directors and officers. The business of the firm has become more extensive from year to year and many of the largest manufacturing establishments in the country are its permanent patrons, preferring these belts to all others. The factory occupies the entire building, 120 Commercial street, and is fully equipped with the most approved machinery and modern appliances and employs constantly from fifty to sixty hands. The company has a branch at 109 Liberty street, New York City, where a complete assortment of their goods is always kept on hand.

TRANSMITTERS OF POWER — PULLEYS.

MEDART PATENT PULLEY COMPANY.

Bell Sidney 311, 772.

One of the most important factors in modern machinery, and, therefore, in nearly all industrial branches, is the transmission of power from the original motor, may this be the steam, hydraulic or electric engine, to the acting or working machine,—in other words the transferring of power from the moving to the moved machine. The means by which this is effected are the shaft and the pulley, and it is easy to comprehend that they form a very prominent part in the world of industry, where they perform invaluable service. The Medart Patent Pulley Company manufactures these important auxiliaries in unsurpassed excellence and of such acknowledged value that there are not many factories in the United States without them, and that large quantities are constantly exported to South America and Europe, where their usefulness has long been established. It was a modest beginning when Mr. Philip Medart, after the end of the Civil War, opened a small pattern shop on Market, near Second street, in which he and his brother, Frederick, did all the work themselves. But the mechanical genius of Philip Medart made

itself felt very soon; he became the inventor of several mechanical contrivances, and is to-day the owner of more than fifty different patents, many of which have made his name famous; especially so the various kind of pulleys, to whose construction he has devoted years of thinking and studying. The Medart pulley is a household word in the factories all over the Union, in thousands of foundries, pressrooms, saw and planing mills, and factories of every nature. It is the most serviceable, of great durability, being made from the best material and of the exactest workmanship. The establishment of a large factory on Main, between Biddle and O'Fallon streets, took place in 1880, in which year Mr. Wm. Medart, a younger brother, became identified with the firm, Mr. Fred Medart having severed his connection since which time he manufactures apparatus for gymnasiums. The continued growth of business made larger quarters necessary, and the company erected in 1892 a very extensive plant on a tract of land bounded by DeKalb, Kosciusko, Potomac and President streets. The building, a very massive structure, has a frontage of 762 feet and contains the most approved machinery and all modern facilities, aside from switch connection with all railroad lines. The establishment is considered the largest in its particular branch on either side of the Atlantic and an evidence of the great success achieved within a comparatively short period. Both brothers devote their time and activity to their business duties, Mr. Philip Medart as the General Supervisor and Manager, Mr. Wm. Medart as Treasurer. They are highly esteemed in our commercial community, well known in social circles, are members of several clubs, and men of broad, progressive and liberal views.

FAIRBANKS, MORSE & CO.

Bell Main 2360. Kinloch A906.

Fairbanks Scales are known and celebrated among all civilized nations, and a household word in the United States. The firm which manufactures them and owns the various patents used in their production was organized in 1830 by Erastus and Thadeus

Fairbanks and they soon succeeded to outrival all other competitors. The constant growth of their business caused repeated enlargements of their factory which is, since many years, one of the largest in the country. Other articles of manufacture were added in course of time and the firm has, since many years, an immense trade aside from their scales, in their gasoline engines, steam pumps, wind mills, tanks and hand cars, all of their own make. The incorporators in 1891 were Chas. H. Morse, Wm. P. Fairbanks, C. A. Sharp and H. M. Hollister. The present owners and partners are: Chas. H. Morse, President; A. M. Gilbert, Vice-President; M. E. Miller, Secretary, and H. M. Hollister, Treasurer. The general offices are in Chicago. Thirty branch houses are distributed in all parts of the Union, one at Montreal (Canada) and one in London (England). The total number of employees amounts to more than three thousand, and the territory of their sales comprises the United States, Canada, Mexico, South America, Great Britain, France, Russia, Japan and China, Cuba and Porto Rico. The company manufactures now the largest and most complete line of gasoline engines, hoisting engines, combined engines and pumps and geared bass engines of any company in the world, the output excelling in exact workmanship, material and operating power. The factory from which these articles emanate has a permanent working force of 900 hands. The branch house in this city used for many years the building Nos. 302 and 304 Washington avenue, but is now located in the recently erected six-story building on the northwest corner of Eighth street and Clark avenue, a very large substantial structure, affording unsurpassed facilities. The St. Louis branch is managed by Mr. H. C. McClary, one of the most affable business men of our city.

THE COMMERCIAL BUILDING.

Bell Main 2392. Kinloch B551.

The Commercial Building, situated on the southeast corner of Sixth and Olive streets, has a frontage of 116 feet 5 inches on the former and 127 feet 7 inches on the latter thoroughfare, with spacious entrances on both. It is eight stories in height, not includ-

ing the basement. Its construction is of the best character in design, material and workmanship, fully answering all requirements of a modern office building in reference to safety, light, ventilation, comfort and sanitary arrangements. The exterior walls of the first and second story are of solid rock-faced syenite granite; for those of the remaining stories the finest quality of St. Louis pressed brick has been used; all the interior walls are of brick and stone and as all the floors rest on wrought iron girders, carried by cast iron columns (all exposed iron being incased in fireproof material) the entire building may with the fullest justi-



fication be considered perfectly fireproof. In view of this important qualification the roof consists likewise of fireproof material with asphalt covering. The partitions are of hollow tile and can be removed and changed in positions and dimensions as tenants may desire. All offices contain fireproof vaults with iron doors and combination locks. The wide, airy and light corridors distinguish the Commercial Building from many others and therefore deserve special mention. Four hydraulic elevators of the most approved style, combining safety with celerity, are in constant operation from morning till night; aside from these broad

and easy stairways lead from the first to the eighth story and the scrupulous cleanliness which constantly prevails in all parts of this magnificent structure, in whose erection no money has been spared, adds materially to the comforts of its occupants and all who have occasion to enter it. The lighting and heating apparatus forms another source of satisfaction to all interested parties. The building contains two hundred offices in its seven upper floors, the ground floor being chiefly occupied as ticket offices by railroad companies, viz., the Missouri Pacific and the Iron Mountain, the Baltimore and Ohio Southwestern, the Missouri, Kansas and Texas, and the Mobile and Ohio. The three upper office floors are rented by the St. Louis and San Francisco Railroad Company. The officers of the Commercial Building Company are: J. D. Abeles, President; Z. P. Brosseau, Vice-President, and Robert Abeles, Secretary.

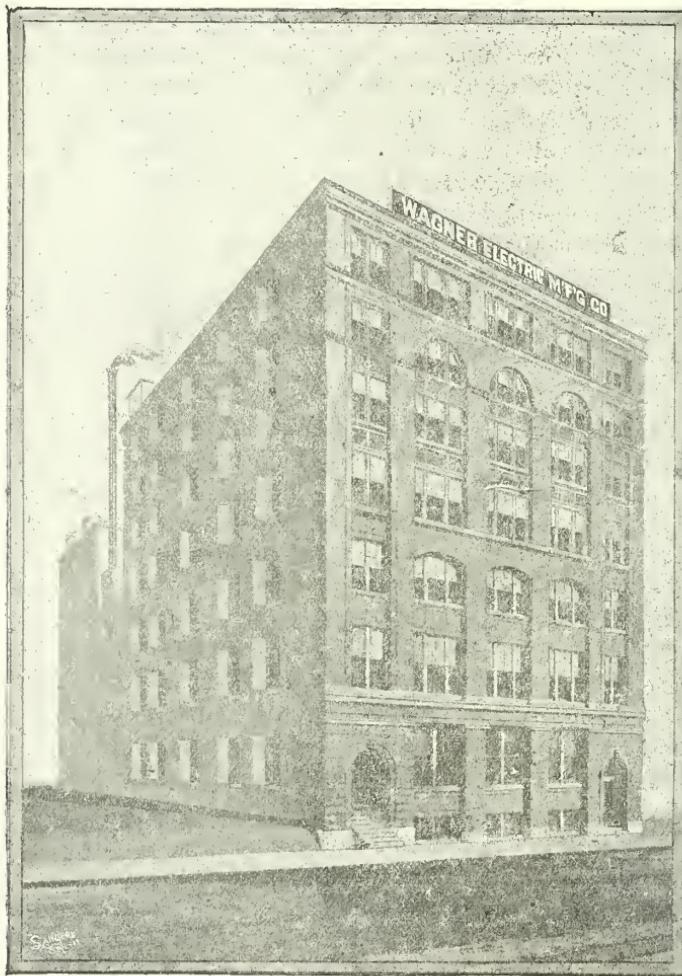
ELECTRIC MANUFACTURE.

WAGNER ELECTRIC MANUFACTURING CO.

Bell Park 300.

The wonderful inventions and constant improvements in the field of electrical science constituted a new era for the whole civilized world and made the last quarter of the nineteenth century more celebrated than its predecessors, in which the steamboat, the locomotive, and the telegraph were given to the world. The astonishing results produced by the practical application of electricity have upset time-honored methods and usages, have created innumerable changes in trade and commerce, in almost every branch of industry as well as in public and domestic life. Rapid transit, the modern modus of lighting, the electric power which keeps machines of all sizes in motion, household comforts entirely unknown before, form the principal results achieved by the practical use of electricity, results which effected a complete metamorphosis in the system of labor, travel and transportation and we may say in the mode of living. There is hardly a branch of industry, in which electric power or its products are not used at

present. The United States stands foremost among all the countries of the world in regard to inventions, improvements and introduction of practical uses in all the details of electric science,



and in this respect St. Louis occupies a place in the front rank this is in a great measure due to the Wagner Electric Manu-

factoring Co., one of the most prominent industrial establishments in America. From a small beginning it has rapidly grown into such dimensions that constant extensions of the plant became necessary, its buildings proving inadequate, so that one addition and enlargement had to follow the other. The present quarters, 2017 Locust street, contains a floor space of 10,000 square feet. Machinery of the newest construction, irrespective of cost, the most modern appliances and the latest discoveries of value and merit, are here used in the manufacturing of alternating current apparatus, single phase alternating current motors, direct current motors, dynamos of every size, ventilating fans, transformers of all descriptions, everything pertaining to switch board service, indicators and other specialties. The superior quality of its products has gained for them a world-wide fame so that they are in use all over our own country and largely exported to South America, Asia and even Europe. The founders of the company, Mr. H. A. Wagner and Mr. Ferdinand Schwedtmann, commenced (1891) with the comparatively small capital of 25,000 dollars, but it was very soon enlarged to 100,000 dollars, prominent capitalists of the city acquiring an interest in the enterprise. The uninterrupted extension of business required a further addition of means, and the capital was raised to 250,000 dollars and the facilities were thereby increased threefold. This was in 1896, but proved within two years again insufficient, so that the working capital had to be enlarged to half a million dollars. This fact alone speaks volumes for the efficiency of the company and the quality and quantity of its output. The officers of the company are: S. M. Dodd, President; James Campbell, Vice-President; S. B. Pike, Secretary; W. A. Layman, Treasurer; Ferdinand Schwedtmann, General Superintendent; E. H. Abadie, Manager of Sales.

FRANK ADAM ELECTRIC CO.

Bell Main 1428. Kinloch B1446.

The innumerable uses of electricity aside from that of electric power created a special branch of this industry, namely, the
21K

manufacture of fixtures and all sorts of contrivances for the interior of private dwellings, public buildings, offices, stores, etc. The Frank Adam Electric Company is one of the oldest in this particular line, having been established as early as 1870 by Mr. Frank Adam, a practical electrician of great experience and thorough knowledge of all the details pertaining to the branch. The firm was for a long time on North Fourth street, where now the Fourth National Bank, but occupies, since quite a while, spacious quarters at number 904 Pine street, a location easily accessible from every part of the city by numerous street car lines. The business was incorporated under the present name some time ago with Frank Adam as President and Treasurer, L. Adam, Vice-President, and Fred B. Adam, Secretary. The company manufactures all kinds of electric appliances, and furnishes complete electric outfits, including everything from the simple door bell and burglar alarm to the lighting and annunciator system in the larger hotels. They make a specialty of electric, gas and combination features, unsurpassed in practicability and tasteful designs, forming an ornament in even the most luxurious houses, many of which here and elsewhere have been provided by the company. Some of the biggest contracts for residences and business houses have in course of time been executed by this firm, whose work is well known for its exactness and the quality of material. About fifty skilled mechanics are employed in the shops under the personal supervision of Mr. Frank Adam, who gives all his time and activity to his extensive establishment, and who enjoys the well-deserved esteem of all who know him. The contracts and sales are mostly made in the city, but also comprise to a large extent Western, Southern and Northern States.

Sellner Gas and Electrical Fixture Mfg. Co.

703-5-7-9 LOCUST STREET,
ST. LOUIS.

GAS AND ELECTRIC FIXTURES

WHOLESALE AND RETAIL.

Bell Main 518a.

Kinloch A947.

BRICKS AND TILES.

The abundance of various kinds of excellent clay in the nearest vicinity and even within the city limits has made St. Louis one of the principal manufacturing places of bricks and tiles, and the product of the establishments devoted to this industrial branch is justly celebrated. This fact is due not only to the quality of the material, but also to the careful process used in the manufacture of these articles. Modern architecture demands the best quality of everything necessary for the erection of public buildings, business houses and residences and the exclusion of inferior building is nowadays the rule and not the exception. The output of the St. Louis Brick and Tile factories has during the last twenty-five years largely assisted to multiply the number of handsome and beautiful buildings, the best ornaments a city can possess. Aside from the local demand great quantities of these products are shipped, not only to our neighboring, but also to the more distant States, where their superiority has been acknowledged and appreciated since many years. The capital invested in the branch amounts to over four millions, the annual wages paid to more than 3,000 hands employed in it average one and a quarter million and the sales may be estimated at two and three-quarter million dollars per annum.

THE HYDRAULIC PRESS BRICK CO.

Bell Main 1557. Kinloch B63.

The constant growth of our large cities, in which new buildings of every character are incessantly planned and erected, places the manufacture of building material in the front rank of our industries, and it is hardly necessary to point to the great importance of its good quality. Bricks constitute the principal part of our modern buildings for residences, factories, business and other purposes. The public and especially the office buildings erected in our midst during the last fifteen years are an ornament to the city; they are massive structures, whose solid walls are made to last for times to come, but they could not answer to this

requirement without the superior quality of bricks used in their erection. They are in a great measure supplied by the Hydraulic Press Brick Company, whose works are located in St. Louis and whose offices occupy the twelfth floor of the Union Trust Building. The company was organized in 1868 by E. C. and F. W. Sterling with a capital of 200,000 dollars, and from this beginning emanated the present corporation with a paid-up capital of 3,000,000 dollars. The board of directors consists of Messrs. E. C. Sterling, H. W. Eliot, Festus J. Wade, W. B. Dean, Wm. E. Smith and F. G. Middlekauff. The following gentlemen are the officers of the company: E. C. Sterling, President; H. W. Eliot, First Vice-President, Secretary and Treasurer; F. G. Middlekauff, Second Vice-President; G. F. Baker, Assistant Treasurer; F. H. Dukes, Assistant Secretary, and W. N. Graves, General Superintendent.

The process by which the Hydraulic Press Brick Company manufactures its product possesses all the advantages to secure an unsurpassed quality of brick as to durability and appearance. The output comprises common, front, ornamental and enameled bricks in red, gray, brown, buff, granite and enameled colors made under the careful supervision of experienced superintendents and foremen. All the machinery used by the company is of its own invention, and in regard to accuracy and finish the most approved in existence. The presence of a choice quality of clay in the immediate vicinity of St. Louis is naturally of great value to the producing of the various kinds of brick. There was a time when cream-colored bricks were brought here from Milwaukee, but this belongs to the past, as ever since 1875 bricks have been exported from here to points thousands of miles distant and to every part of the United States, adding materially to the reputation and fame of St. Louis as an industrial center. The annual output of the Hydraulic Press Brick Company is larger than that of any other in the country, and its product is justly celebrated between Maine and California, Lake Superior and the Gulf of Mexico. Many of the finest residences and modern office buildings in our city had their bricks furnished by this company, and in this connection it may be of interest to mention a few prominent edifices of Chicago, built of this

material, viz.: The Masonic Temple, the Illinois Central Depot building, the Woman's Temple, the Pullmann and the Tacoma buildings, the Great Northern Hotel, etc.

The number of hands employed by the company averages twenty-five hundred. The branches are located as follows: —

American Hydraulic Press Brick Co., St. Louis; Chicago Hydraulic Press Brick Co., Chicago; Cleveland Hydraulic Press Brick Co., Cleveland, Ohio; Eastern Hydraulic Press Brick Co., Philadelphia; Findlay Hydraulic Press Brick Co., Findlay, and Toledo, Ohio; Illinois Hydraulic Press Brick Co., St. Louis; Kansas City Hydraulic Press Brick Co., Kansas City, Mo.; Kaw Brick Company, Kansaś City, Mo.; Kelly Brick and Tile Company, West Superior, Wis.; Menomonie Hydraulic Press Brick Co., Minneapolis, Minn.; New York Hydraulic Press Brick Co., Rochester, N. Y.; Omaha Hydraulic Press Brick Co., Omaha, Neb.; Union Press Brick Works, St. Louis; Washington Hydraulic Press Brick Co., Washington, D. C.

Mr. E. C. Sterling, the founder of the vast enterprise, hails from New England, which has given us so many prominent representatives of the various commercial and industrial branches; he was born in 1834 in Salisbury, Connecticut; in 1856 he engaged with his brother in the lumber business in Oshkosh, Wisconsin, and went several years later to Memphis, Tenn., where he established a brick yard, and this venture became the foundation of the extensive manufacturing establishment, to whose conduct he and his associates devote their untiring activity and energy.

ANTHONY ITTNER BRICK CO.

Bell Main 2748. Kinloch B268.

Mr. Anthony Ittner began the manufacture of bricks forty-three years ago, namely, in 1859; first, and during a number of years in partnership with one or the other of his brothers, but since many years as the sole owner of the various establishménts conducted by him. The first kilns stood on Eighteenth, between Gratiot and Papin streets, but the demand for the Ittner bricks grew so large that greater facilities were necessary, and this led to a removal to Park and Ewing avenues in 1870. But even

these kilns proved inadequate within a few years, so that the erection of a very extensive plant on California avenue and Sidney street followed in 1876. The output of this plant was so eagerly sought by builders and contractors here and elsewhere, especially in Missouri and Illinois, that Mr. Ittner (in 1885) resolved upon the building of an additional factory, located at Swansea, about fourteen miles southeast of East St. Louis, on the line of the Louisville and Nashville Railroad. This establishment was originally intended for the manufacture of superior press and ornamental bricks, but it was deemed advisable in course of time to transfer the St. Louis works to the same place, for which reason a second plant was added to the one already in operation, and Swansea has ever since one of the largest brick manufactories in the United States, equipped with the most approved machinery and situated in a district abounding with raw material, viz., red clay, of the best kind. The various sorts of brick made there are of unsurpassed quality, durability, finish and appearance, contributing largely to the beauty of all buildings, for which they are used. The works have a capacity of 132,000 bricks per day and give constant employment to at least one hundred and fifty men. They stand under the personal supervision of Mr. Ittner and of efficient superintendents and foremen, and whatever is sent out from there is carefully examined before being shipped. The plain as well as the ornamental bricks are used for public buildings, private residences and office buildings and have always given the greatest satisfaction. We could name a great number but will only mention the Southern and Lindell hotels, the St. Louis Merchants Exchange, the Exposition and Music Hall, Belcher's Sugar Refinery, the latter with its fifteen stories being the first structure ever built here of more than eight floors in height. We don't need to dwell upon the integrity and reliability of Mr. Anthony Ittner or his standing in our community, but we will simply point to the fact, that his fellow-citizens elected him twice to the City Council, the second time in spite of a powerful opposition; that they sent him afterwards to both branches of the State Legislature and then to Congress and that he in every one of these capacities proved a most faithful representative of his constitu-

ents and city and State at large. He has been president three times of the St. Louis Builders Exchange, president of the National Association of Builders, and is one of the charter members and organizers of the National Brick Manufacturers Association, which he twice served as vice-president and once as president. In the management of the Anthony Ittner Brick Company, incorporated under that name in 1900, the head of the firm is ably assisted by three of his sons: Benjamin F., Warren W., and Geo. W. Ittner. The office of the company is in the Telephone Building, southeast corner Tenth and Olive, and a local depot on California avenue and Sidney street.

LACLEDE FIRE BRICK MNFG. CO.

Bell Main 1250. Kinloch A263.

The Laclede Fire Brick Manufacturing Company is justly celebrated for the unsurpassed quality of its products, which consist in fire brick, sewer and culvert pipes, gas retort, blast furnace lining, bricks for lime kilns, paving brick and many kindred articles. Mr. James Green, the founder of this great industrial enterprise, began operations in 1865, having purchased a tract of land comprising eighty acres in Cheltenham, where an abundant supply of clay of superior quality is near at hand. Mr. Green, who is a native of Staffordshire, England, came to St. Louis in 1854 and found soon employment in the Laclede Rolling Mills of which he had charge for a number of years, giving him a valuable experience and making him fully competent for his future career. He had followed the brickmason's trade before coming to the United States, and made good use of the practical knowledge so gained. The plant at Cheltenham became famous within a comparatively short period for the exact workmanship and good material of its output. The volume of its products grew from year to year, necessitating repeated extensions of the works, which may now be considered the biggest of its kind in the Union. They are equipped with the most approved machinery and modern appliances, usually employ over 400 hands and supply all parts of the country with the various articles of their manufacture. It has been Mr. Green's permanent aim to

utilize all new inventions and improvements and to give the patrons of the Laclede Fire Brick Manufacturing Company the fullest satisfaction in regard to price, quality and promptness in the careful execution of all orders. The officers of the company are: Mr. James Green, President; Mr. T. T. Green, Vice-President; and Mr. G. R. Blackford, Secretary. The general management and supervision of so large an enterprise naturally requires much time and attention on the part of Mr. James Green, but he is in spite of this fact actively interested in several other industrial undertakings and important financial corporations, where his prudent advice and good counsel is duly appreciated; so, for instance, in his capacity as a director in the St. Louis and Suburban Railroad Company and the Mechanics National Bank. His remarkable success in life is the result of strict business principles, reliability and progressive, but at the same time conservative, ideas, a high sense of duty and characteristic devotion to his family and his friends—he is in short a true representative of energy, enterprise and integrity and it is of such men that a community like ours may well be proud. The Vice-President of the company, Mr. Thomas T. Green, is fully imbued with the principles and business tactics of his father and his able assistant and the same may be said of the Secretary, Mr. G. R. Blackford, who has been identified with the company since many years. The general offices were for nearly thirty years on the northwest corner of Ninth and Pine streets, but occupy now commodious quarters at the Wainwright Building on Seventh and Chestnut streets.

LIME AND CEMENT.

CHAS. W. GOETZ LIME & CEMENT CO.

Bell Lindell 883. Kinloch C1676.

It was as early as 1867 when Mr. Philip Dauernheim went into the cement business under the firm name of Dauernheim & Co., which in 1880 was changed to Goetz & Cobb, and later on to the present company. The uninterrupted growth of this city natur-

ally causes a growing demand for building material, and lime as well as cement forms an important part of builders' supplies. The firm of which we speak manufactures lime of unsurpassed quality—it is in fact the best in the market and acknowledged to be so by architects and builders. The company owns two plants for manufacturing purposes, one at Glen Park, in Jefferson, and the other at Port Royal, Franklin County, Missouri. Both establishments are equipped with the most practical machinery and their product is in constant demand. The cement sold by the company is likewise a high grade article; most of it hails from the neighborhood of Louisville, Ky., and is justly celebrated for its excellent quality. The firm employs about one hundred hands and supplies principally our own city and vicinity. The company's trade is very extensive, the well-deserved result of reliable and fair dealing. The proprietors and officers are: Philip J. Dauernheim, President; M. E. Goetz, Vice-President, and L. Goetz, Secretary and Treasurer. Mr. Dauernheim is a native of St. Louis and has been identified with the particular branch for more than twenty years; his father, Phil. Dauernheim, the original founder of the business, had come here in 1848 and died in 1893 as a highly respected citizen and business man, and the same may be said of Mr. Chas. W. Goetz, whose death occurred in 1898. The office and warehouse of the firm are at 3527 Gratiot street, and by switches connected with the various railroad lines.

ROOFING.

ST. LOUIS ROOFING CO.

Bell Main 2380. Kinloch A266.

Roofing forms a most essential part in the erection of a building, however large or small it may be. The safety of a structure and its occupants depends in a great measure upon the roof by which it is covered, and the art of roofing is therefore just as important as that of any other branch of architecture. The most solid foundation, massive walls and the strongest girders need,

so to speak, the protection of an appropriate roof. There are manifold systems of roofing in use and numerous are the inventions and improvements which have been made from time to time. The St. Louis Roofing Company, established in 1852 by Mr. John M. Sellers, stands foremost in this industrial branch and is justly celebrated for its workmanship as well as for the material used. The orders entrusted to this firm, are invariably executed by skilled workmen under the direct supervision of Mr. Sellers and his superintendents, who like himself have a long experience and thorough knowledge of all the details in connection with roofing. Thousands and thousands of houses in this city and vicinity bear testimony to the conscientious execution of the firm's work and among them are many public buildings, as, for instance, the following imposing structures: the Lindell, Southern and Planters hotels, the Laclede, Commercial, Odd Fellows, Republic and Globe-Democrat buildings, also many of the finest private residences in the west end, Compton Heights, etc. The superiority of the roofs laid by the St. Louis Roofing Co. is well known to architects and builders and best proven by the fact that they withstood the elemental powers, when they destroyed or damaged numberless other roofs in close proximity, and their durability stands unsurpassed. The following gentlemen form the Board of Directors of the company: J. M. Sellers, P. S. Marquis, J. J. Latal, and Henry Reinstaedler. Mr. John M. Sellers is its President and Mr. Geo. B. Knopf the Secretary. The office was for more than forty years on Fourth and Market street, but is now in the Wainwright Building, corner of Seventh and Chestnut streets. Mr. Sellers belongs to one of our oldest families; he is a most excellent citizen, enjoys the esteem of all who know him, takes an active interest in public matters and is especially prominent in charitable enterprises, which find in him an ardent supporter. He is well known in business and social circles and as the firm founded by him has now reached the fiftieth year of its existence, he can be justly proud of the success achieved by his activity and energy combined with fair and honest dealing. The Secretary, Mr. Knopf, has been with him since many years and is his able and trusted assistant.

STREET AND SEWER CONSTRUCTION, FOUNDATION BUILDING, ETC.

SKRAINKA CONSTRUCTION CO.

Bell Main 877.

It is nearly half a century ago since the three brothers, William, Joseph and Philipp Skrainka, made St. Louis their home. They were natives of Budapest, the capital of Hungary, and soon found a remunerative field for their activity and energy by becoming contractors for city and other public work in the stone and masonry line. They devoted themselves especially to the building of sewers, the laying of foundations for large buildings, of granite and other pavement, to railroad building, etc. The great tunnel leading from the Eads Bridge to the railroad center was their work, and an evidence of their enterprise. The Skrainka Construction Company, incorporated in 1889, succeeded the founders of the business after the retirement of the late Wm. Skrainka from activity, the other two brothers having died many years before, and since that time the sons are the owners of the firm. Louis Skrainka is the President, Fred Skrainka the Vice-President, Morris Skrainka the Secretary and Treasurer, and the three cousins form, to use a popular phrase, a mighty strong team, just as it is needed for the successful management of such a large concern. They number among the most prominent contractors for city work, especially for street construction. They laid the foundation for the new water works, built the bridge on Twenty-first street, made the pavement of Union Station, and are constantly engaged in the execution of important contracts for public and private account, giving almost uninterrupted employment to hundreds of workmen and laborers, are also owners of limestone quarries within the city limits and operate their extensive granite works at Knob Lick, Mo. It may be mentioned that the firm was never troubled by strike movements — a fact which speaks just as well for the employers as for the employees. The faithful perform-

ance of all work entrusted to them, the strict integrity in all their dealings, won for the firm an enviable reputation and the confidence of the municipal authorities, railroad and other corporations and all parties who ever had any dealings with them. All three are active, energetic business men of great ability, possess ample means, have an excellent standing in the community and take an active interest in all public affairs. The firm occupies handsome office rooms in the Security Building, where the three partners are always ready to give any desired information and advice to their patrons and those who intend to make use of their service and extensive facilities.

ARCHITECTS.

H. WILLIAM KIRCHNER, ARCHITECT AND STRUCTURAL ENGINEER.

Bell Main 2414a.

Mr. H. William Kirchner, whose office is in the Commercial Building, S. E. corner Sixth and Olive, was born in Baltimore, Md. ; came to St. Louis in his boyhood and made our city his permanent home. He established himself in his profession in 1877, was architect of the Public School Board from 1881 to 1889, in which capacity he earned an enviable reputation as constructor of school houses, more than sixty of which were built by him in this city and elsewhere. The State University buildings at Columbia, Mo., were erected by him in 1886, and after the formation of a partnership with his brother, H. H. Kirchner, in 1889, under the firm of Kirchner and Kirchner (since dissolved), built the Colorado Mining School Exchange in Denver, court houses at Santa Fe and Mora, N. M., the Insane Asylum of New Mexico, the Arcade in East St. Louis, and many other buildings of prominence in the West. The remodeling of the former Fagin building (which had the doubtful reputation of being the most "outré" piece of architecture in the world) into the present Burlington Building was planned and executed by Mr. Kirchner, who devotes himself particularly to intricate and difficult prob-

lems of construction, and the remodeling of non-producing investment property. He possesses a classic education, and is thoroughly up to date in every branch of science or art that enters into the design or construction of buildings, and has often co-operated in the promotion of buildings and enterprises of magnitude. In concluding this brief sketch we will only add that Mr. H. W. Kirchner is a member of the American Institute of Architects since 1883; that he organized the St. Louis Chapter of this distinguished body in 1884, and that he is also a licensed architect under the laws of Illinois.

JEROME B. LEGG, ARCHITECT.

Bell Main 2959m.

Mr. Jerome B. Legg can point to a highly successful career as an architect, which profession he chose in 1867. He had the good fortune to come under the preceptorship of the late G. J. Barnett, then the leading architect of this city. Devoting all his spare time to ardent study he soon became proficient in his vocation and for the purpose to add practical to his theoretical knowledge he worked for more than a year in the building trade. His first achievement as an architect consisted in planning and building the Centenary M. E. Church, an imposing edifice. Since that time numerous public buildings of importance were planned by him and erected under his supervision, especially educational institutes, churches, court houses, bank buildings, opera houses, hotels, etc., in twelve different States, likewise many office buildings, business houses and residences in this city. The St. Louis Exposition and Music Hall Building was also designed by him. Mr. Legg has been a resident of this city ever since 1864, is well known for reliability and fair dealing and deservedly esteemed in business and social circles. Participating in many public enterprises, he has always been ready to promote the interests and welfare of the city and as a man of great experience and good judgment he has been entrusted with responsible positions in various corporations. His office is in the Koken Building, 715 Locust street, where old and new patrons will find him at all times cheerfully willing to furnish plans and estimates and to give his good advice to those who intend to build.

THEODORE C. LINK, ARCHITECT.

Kinloch A1877.

If Union Station were the only work ever planned and executed by Mr. Theodore C. Link it would be sufficient to secure name and fame for him and to serve as a lasting monument to his professional skill, taste and ability, it being the finest railroad station in the United States, and, in many respects, the finest in the world. The plans submitted by him to a commission of experts were chosen from those of ten competitors, and the supervision during the course of erection was placed in his hands, the magnificent structure whose beauty and practical arrangements have been unanimously acknowledged by the most celebrated architects of the new and the old world, is, therefore, a source of justified pride, not only to him, but also to the city which it adorns. Mr. Link was born and educated in Heidelberg, where his professional studies began; they were continued in London and at the Ecole Centrale at Paris, the most prominent school of architecture and engineering in all Europe. He came to this country in 1870, when only twenty years of age; commenced his professional career in New York and Philadelphia; became then connected with several Western and Southern railroads and selected St. Louis as the field of his activity in 1873. After serving for some time as assistant chief engineer of Forest Park, he was appointed superintendent of all our public parks, which office he held till the new city charter became effective, whereupon he went to Pittsburg, Philadelphia, and New York, practicing his profession in these three cities till 1883, in which year he returned to St. Louis. Since then he planned and superintended the erection of many handsome public and private buildings in the city and vicinity, especially a great number of attractive residences; of the public buildings we will only mention St. Mark's Episcopal Church, Monticello Seminary, the Alton Public Library, the Carleton Building, etc., but it is Union Station, which must be set down as his greatest achievement, in fact his *chef d'oeuvre*, which entitles him to a foremost place among the leading architects of America. Mr. Link is a member

of the American Institute of Architects and of the Architectural League of New York and has repeatedly served as President of the Missouri State Association of Architects. When the Commission of Architects for the World's Fair, composed of some of the most prominent members of the profession, was organized, Mr. Theodore C. Link was chosen as one of them, and there is no doubt that the Mines and Metallurgy Building, designed and planned by him, will be one of the most attractive and tasteful edifices on the World's Fair Grounds. He occupies a suit of rooms in the Carleton Building, northeast corner Sixth and Olive streets, for office purposes.

E. PREISLER, ARCHITECT AND SUPERINTENDENT.

Mr. E. Preisler, born 1855 in Prague (Austria) received his early education in the public schools and the high schools of his native city. After finishing the five years course of the Imperial Potechnicum at Vienna, he accepted a position as engineer in the Government's Railway Service. Under leave of absence for one year he visited in 1877 one of his sisters, then living in New York City, and soon found himself engaged in various architectural and engineering work on this side of the ocean. He assisted the architect, James R. Willett, on the 500,000 dollar residence of Mr. Story in Chicago and the architect, E. Meyer, on the Texas Capitol at Austin; he then became connected with the engineering departments of the Chicago, Western Indiana, Pennsylvania and the Chicago, Burlington and Northern railroads, on which latter he worked from first survey until the last spike was driven as engineer and superintendent for all kinds of work, including bridges and buildings. He built the roundhouse (costing \$40,000) and depot (\$35,000) in LaCrosse, Wis. Having received a call as office engineer from Chief Engineer James Dun of the Frisco railroad, he came to St. Louis in 1887 and made this city his permanent home, built the shops of the company, costing \$100,000, in Springfield, Mo., aside from various other buildings and many plans for the same corporation. In 1892 he opened an architect's office in St. Louis and soon won a large clientage and a reputation as a very conscientious, painstaking

architect of great ability and excellent taste. Of the various fine residences built by him we will only mention those of Mr. Henry Griesedieck, Jr., and Mrs. Frank Everts, 3250 and 3261 Hawthorne Boulevard, respectively, and of Mrs. Jane Jackson, 4445 Westminster place. Among the corners improved by him are the Regent Hotel, Fourteenth and Chestnut, the drug store on Compton and Lafayette avenues, and the southwest corner of Cleveland and Grand avenues. It is Mr. Preisler's constant aim to give his patrons the best of work and the fullest satisfaction and his outspoken success is the well-deserved result of a thorough knowledge in his profession, his strictness in the fulfillment of his duties and honesty in all his dealings. His office is in the Imperial Building, 918 Pine street.

WIDMANN, WALSH & BOISSELIER.

Kinloch A277.

The firm emanates from the firm of Walsh & Jungengfeld, composed of Mr. Thomas W. Walsh and Mr. E. Jungengfeld, of whom we only need to say that they planned and superintended the building of the first Lindell Hotel, the Four Courts, the present St. Louis University, the Republican Building on Third and Chestnut streets, and many other prominent public buildings aside from a great number of school houses and private residences. The old firm was succeeded after an existence of nearly thirty years by E. Jungengfeld & Co. and they in turn by (1885) Widmann, Walsh & Boisselier, which partnership was formed by Mr. F. Widmann, Mr. Robert W. Walsh (the only son of the late Thomas W. Walsh) and Mr. C. D. Boisselier. The code of ethics, laid down by the American Institute of Architects, of which these three gentlemen are members, prevents us from saying anything about their achievements and their professional career; we therefore confine ourselves to the simple statement, that they make the planning and supervising of brewery buildings a specialty. The various magnificent buildings of the Anheuser-Busch Brewery Association in this city and elsewhere, for instance, are their work and the Machinery Building for the St. Louis World's Fair has been designed by them and is to be erected under their supervision.

Messrs. Widmann, Walsh & Boisselier were formerly located at 919 Olive street, but have their office now in the Wainwright Building, where they occupy a suit of six rooms on the ninth floor.

DENTISTRY.

Modern dentistry, when compared with that of a quarter of a century ago, may be called both a revolution and a revelation. It has become a science, taking rank with the medical and surgical professions, and of like value to mankind. But the learned and conscientious dentist of to-day has to combat with the unwelcome rival, the more or less unscrupulous practitioner of limited knowledge and doubtful ability. The doctrine of "the surviving of the fittest" applies, therefore, in a great measure to this profession, as far as standing and reputation, result and achievements are concerned.

DR. JOSEPH A. FISCHER.

Dr. Joseph A. Fischer came to St. Louis in 1873, and has made our city his home ever since. He was born in Eger (Austria) and received his education in his native city, passing through all classes of its high school, which entitled him to the entering of any European university, but circumstances did not permit this, and he became private tutor in the family of Count Wurmbrandt, whom he accompanied on his extensive travels in Southern Europe. After his arrival here he first studied medicine at the St. Louis Medical College, and after receiving the degree of M. D. he resolved to devote himself to the practice of dentistry and accordingly took a full course in the Missouri Dental College from which he graduated with the title of D.D.S. For the purpose of adding practical to his theoretical knowledge he became the assistant of Dr. McKellops, at that time the best dentist in the city. Fully equipped for his professional duties he entered the field in 1879, and his success in operative and surgical dentistry has secured him an enviable standing in his vocation and a patronage of which he may well be proud. Conscientious

tious and painstaking as he is he makes it his particular aim to preserve the teeth of his patrons if there is a possibility to do so by scientific treatment. His operative work is performed with the greatest skill and unsurpassed dexterity. Being an ardent student he keeps himself well informed of all new discoveries and inventions in his line, and makes use of them if found practical and meritorious. His well-appointed office on the fifth floor of the Union Trust Building, n. w. corner of Seventh and Olive streets, has been occupied by him since that building has been erected, and is easily accessible from all parts of the city.

DR. ADAM FLICKINGER.

A short sketch of the professional career of Dr. Adam Flickinger, who for nearly forty years has been identified with dental practice in this city, will be sufficient to prove his standing in the profession and will at the same time give the reader the best evidence of his acquirements in the vocation to which he has been devoted during all this time. He entered dentistry as assistant to Dr. Alexander Dienst in 1863; while thus employed, he attended the Homeopathic College of Missouri from 1865 to 1866; the following year he took a course in the Missouri Medical College (at that time known as McDowell's) and studied from 1867 to 1869 at the St. Louis Dental College, graduating in March, 1869, whereupon he formed a copartnership with Dr. Dienst under the name of Drs. Dienst and Flickinger. Wishing to gain more knowledge, Dr. Flickinger proceeded, 1870, to Philadelphia where he entered the Pennsylvania College of Dental Surgery, from which he graduated in March, 1872. Actuated by the desire for still further proficiency he then went to Heidelberg, to take a postgraduate course at the celebrated university of that city. Returning to St. Louis in September, 1873, he renewed the partnership with Dr. Dienst and continued it till 1877, when the same was dissolved by mutual agreement, Dr. Dienst locating at 918 Olive, Dr. Flickinger at 710 Pine street, where he remained for eleven years. In 1888 he purchased the building 1113 Pine street, which he still occupies in the practice of his profession,

for which his commodious quarters are especially adapted and where his large clientelle finds him at his post from morning till evening.

THE MUSICAL PROFESSION.

Music has always been patronized in St. Louis in such a measure as to place this city in the front rank as a musical center. Vocal as well as instrumental music played a conspicuous role even in olden times; the old French families gave the other inhabitants a good example in this respect, and this was still more the case with the German element, which may truly be considered the principal factor to which we are indebted for the introduction and cultivation of the better class of music in our midst. The arrival of well educated, highly cultured Germans, which the political events of 1848 and 1849 brought here, gave a fresh impulse to our musical life, which from that time on made a steady progress. We have in our midst a large number of excellent musicians and music teachers and the following biographical sketches will inform the reader about the career and professional achievements of some of them.

OTTO ANSCHUETZ.

One of the best known and most popular piano teachers, Mr. Otto Anschuetz, began his career in our midst some twenty years ago. He came to the United States after finishing his studies at the Conservatory of Music in Gotha and immediately made St. Louis his permanent home. Being in possession of a thorough musical training, and a conscientious instructor, he soon received a large patronage, and the number of his pupils of both sexes became more extensive from year to year. A few years after his arrival here he took charge of the musical department in Toensfeldt's Academy for Boys, in which capacity he remained for twelve years and until this institute went out of existence. He has since that time devoted himself exclusively to the teaching of private scholars and is one of the busiest members of the profession. The results of his instructions are signified by the

fact, that many of his pupils number among the best amateurs and not a few have become professionals of considerable merit in consequence of the excellent training received by him. Mr. Anschuetz is especially well known in the southern and southwestern part of the city, his residence and instruction rooms being at 2127 Sidney street, in a most eligible neighborhood of private residences.

MAX BALLMANN.

Mr. Max Ballmann may by right be called an artist's child, he being the only son of the celebrated actor, Max Ballmann, who for many years formed the chief attraction of the world-renowned Stadttheater of Leipsic. The son had from childhood abundant opportunities to witness the best performances on the operatic stage and to listen to the greatest concert singers, and this woke in him love and enthusiasm for music and song at an early age. The city of his birth afforded him ample ways to receive a liberal education and he was well equipped in learning when he arrived in St. Louis, where he soon after devoted himself to the vocation in which he has met with so significant a success. He commenced to give singing lessons in 1863 and two years later was chosen musical director of the Social Saengerchor, which organization flourished under his leadership in such a measure, that he was re-elected to his old position after his return from Europe, where he had spent more than four years in Vienna, in order to complete his musical knowledge. He studied harmony and composition with Professor Krenn and singing with Prof. Victor Rokitansky, one of the greatest authorities in his branch. Mr. Ballmann resolved in 1875 to devote his energy and high ability exclusively to the giving of private lessons and is one of the best known singing teachers in our midst. As a proof of his zeal and his desire to give his scholars the best possible training in his art, we will mention the fact that he went to New York last year and remained there several months for the sole purpose of making himself thoroughly acquainted with the method of Madame Louisa Cappiani who is considered an unsurpassed authority in everything pertaining to the art of song. Mr. Ballmann's pupils number many

hundreds since he began his career in our city, and he is still active from morning till night in his studio located at 303 North Grand avenue.

MRS. EMILY BOEDDECKER.

Mrs. Emily Boeddecker received her early education in Heidelberg and in surroundings especially adapted to prepare the young girl for her future career; her musical training began in her childhood and found the fullest development in Wiesbaden, the celebrated watering-place, where she had the rare opportunity to hear the greatest pianists of Europe in the Kursaal concerts. Equipped with a thorough knowledge of piano playing in all its details, harmony and music literature the best musical circles of the two cities were opened to her and the same may be said of those in New York, where she arrived when still very young. She was armed with the most flattering recommendations and through the instrumentality of Mr John Sattig, the banker and importer, she was soon admitted into the musical world of the Eastern metropolis and her appearance in concerts was hailed with delight. Returning to Europe, she spent several years in Vienna as a performer and teacher making at the same time extensive use of the opportunities which the Austrian capital offers in so great a measure, to study the works of Wagner, Liszt, Schumann and Rubinstein and to familiarize herself with the modern school. Crossing the ocean a second time, she came to St. Louis in 1885, and has ever since devoted herself to teaching. Her results as a piano instructor are well known and are proven by a large number of pupils, whose achievements are regularly evidenced in the public concerts arranged by Mrs. Boeddecker. Miss Emily Boeddecker, her only child, has inherited the musical talent of her mother, is an accomplished pianist, and, in spite of her youth, a teacher of considerable merit. Mrs. Boeddecker has recently purchased the commodious house, No. 2611 Park avenue, which is much more adapted for Conservatory purposes than the house on Sidney street, in which she had been located for more than sixteen years. The new home of the Conservatory contains all desirable facilities, and is easily accessible from all parts of the city.

JOHN BOEHMEN.

Few St. Louis musicians and music teachers can, like Mr. John Boehmen, look back upon more than forty years of uninterrupted professional activity in one and the same city. Born in the vicinity of Bonn on the Rhine and educated in the schools of that city he was only twenty years of age when he came to St. Louis in 1859. He had studied music from boyhood and with good result, so that he was well able to become the leader of singing societies soon after his arrival in our midst. He occupied such a position simultaneously in the St. Louis Saenger Bund, the Gruetli Gesangverein and the St. Louis Turnverein until the war interrupted the existence of these organizations. It was his good fortune to receive just at that time an engagement as music teacher at the St. Louis University (better known as the Jesuit's College) on Ninth street and Washington avenue. After resigning from that institution he became the piano teacher at the College of the Christian Brothers in 1866 and held this place for sixteen years. In the orchestra of the Philharmonic Society, the best musical organization this city ever possessed, Mr. Boehmen played the oboe, he being the only one who could handle that instrument to the satisfaction of that great conductor and composer, E. Sobolowski. He also belonged to Ernest Spiering's orchestra, became Spiering's successor and associated himself later on with Felix Saenger, furnishing for many years the music for the Germania Club and the Liederdranz. Mr. Boehmen is a member of the Choral and Symphony Society's Orchestra where he plays the first viola. All of this shows his great versatility. As a teacher he devotes himself principally to the piano and the violin, is a very conscientious instructor and has always a goodly number of scholars, most of whom receive their lessons in his own house, 1643 Texas avenue.

LOUIS CONRATH'S COLLEGE OF MUSIC.

Mr. Louis Conrath, born in Sedalia, Missouri, on July 30th, 1868, began the study of music when not quite twelve years old and made such quick and remarkable progress, that the Conser-

vatory at Mayence (Germany) admitted him as a pupil in 1882 and after devoting a year to faithful study he left that institution and went to Leipzig. At this celebrated center of musical education he studied piano under the renowned Carl Reinecke and Oscar Paul, and theory and composition under Jadassohn. Four very useful years were thus spent, to the pupil's greatest advantage, he won through his talent and untiring application the unlimited praise of his professors and the first prize in composition. The splendid musical education received at Leipzig would have satisfied most others but not Mr. Conrath, and he devoted two more years to valuable private study in Europe. Returning to his native land, he located in St. Louis in October, 1888, where he soon gained an enviable reputation as pianist and teacher of piano, harmony and composition, appearing with great success in numerous concerts. Among his pupils are many of the most talented young pianists and promising musicians of this city. Mr. Conrath is the author of many compositions, embracing piano solos, duets and songs; of these the most prominent larger works are: two Piano Concertos, a Violin Concerto, Sarabande and Variations, Grand Duo for two Pianos, etc. His compositions belong to the modern school of piano literature, are so strikingly original in melodic invention, and so admirably finished in their harmonic structure and elegance of form, that they place their author in the foremost rank of American composers. The well appointed rooms of the College are at 3531 Olive street.

VICTOR EHLING.

Mr. Victor Ehling, who stands in the front rank of our pianists and piano teachers, was born in Budapest, Hungary, in 1852, and came to St. Louis with his parents in 1865. His outspoken talent and inclination for music, shown in earliest childhood, were soon developed by home instruction, his father being an experienced musician and teacher of the piano and flute. Six more years were devoted to continued studies by the young pianist, who in 1871 returned to Europe where he entered the Vienna Conservatory of Music; he studied with Professor Dacks and with such excellent success, that he received (in 1872) the

first prize in the competitive concert for his playing of Rubinstein's D minor concerto, and in the following year the first prize for his interpretation of Chopin's B minor sonata. Both of these honors were conferred by the unanimous vote of the judges. Mr. Ehling then graduated with the highest honors and received the large medal from "Die Gesellschaft der Musik Freunde in Wien" (Vienna Society of the Friends of Music). His services as a teacher were immediately in demand, and he not long afterward became one of the teachers in "Horak's Klavier-Schule," the largest school of music in Vienna. He returned to St. Louis in 1883 and his appearance shortly afterwards at one of the concerts of the St. Louis Musical Union gave his friends and the public at large the opportunity of judging how the promise of his earlier years had been fulfilled. From 1885 to 1892 he was the pianist of the Mendelssohn Quintet Club of St. Louis. He is considered one of the best concert pianists and his achievements in this direction have earned the most flattering acknowledgments from some of the greatest artists, among them the celebrated master Paderewski. His success as a teacher has been remarkable and his services are eagerly sought after. In 1894 he established the Victor Ehling College of Music, corner Grand avenue and Lindell boulevard, and the large patronage is the best evidence of its merits.

THE BROTHERS EPSTEIN.

The best evidence of an instructor's ability lies in the results of his teaching; in other words, the attainments of the scholar are the truest criterion of the preceptor's work. A teacher of music can, of course, not create talent where this gift of nature has been denied, nor can he produce emotional performing by a pupil who does not possess the fundament necessary for it, but the experienced and efficient instructor can and will develop the material in his hand to the best advantage, and will, in most cases, be able to awake enthusiasm for the art in the student, and thereby lay the foundation for the future meritorious, professional or excelling amateur. With these remarks we refer to and preface what we wish to say about the Brothers Marcus,

Abraham and Herman Epstein. An often-used American phrase would call them a powerful team. We call them with more appropriate significance, and in a manifold sense of the word, a well-composed trio of harmonious, co-operation and effect. Chosing music as their life's vocation, they began their studies at an early age, and the promises of their youth were fulfilled beyond expectation. Their activity in the realm of music in our midst covers almost a quarter of a century, and this long period has been with them one of untiring, diligent work. Their achievements as pianists are known far and wide, their results as instructors have drawn students from the entire west to the Beethoven Conservatory, whose directors they are and whose graduates are much sought as teachers and performers. Aside from the directors themselves a large number of carefully selected instructors are engaged in the various departments of the institution, comprising instruction in piano, organ, violin, cello, flute, cornet, harp and other instruments, vocal instruction, harmony, counterpoint, composition, instrumentation and elocution. The three gentlemen, enthusiastically devoted to their art, have gained an enviable name as concert players, and their efforts for the promotion of music and the taste for it have been and are duly appreciated; thousands of St. Louisans remember with great satisfaction the opera performances under the leadership of Mr. M. Epstein; Mr. Abe Epstein is also a splendid organist and admirable accompanist, in which capacity he has earned the unstinted praise from some of the greatest singers; the amateur orchestra organized and conducted by him gives great pleasure to the always large audiences; Mr. Herman Epstein, the youngest brother, who spent several years in Europe in the interest of his profession, is likewise a brilliant performer and successful teacher. The Conservatory, located at Twenty-Third and Locust streets, is well equipped for its purposes and so is the recently opened branch institution in the new Masonic Building (*Odéon*) on Grand and Finney avenues, established for the accommodation of west end residents.

FREDRICK FISCHER.

Very few musicians are so generally known in the musical circles of our city as Mr. Fred. Fischer, who came here in December, 1886, and has made St. Louis his home ever since. He is a native of Munich (Bavaria), where he was born in 1868. After receiving a good education, he devoted himself to the study of music at the Royal Academy at Munich, and graduated with the highest honors from that celebrated musical school. Soon after his arrival in the United States he accepted a call from St. Louis to become a member of the Musical Union and Choral-Symphony Orchestra. During the summer of 1887 leader of the Kate Bensberg Opera Company, he returned for the winter season to this city and remained here until 1889, whereupon he received an engagement as musical director of the California Opera Co. One of the most interesting episodes in his career embraced a period of two years (from 1890 to 1892), during which time he officiated as second leader and chorus master of the Emma Juch Grand English Opera Company, to which important and responsible position he was chosen by Mr. Adolph Neundorff, the famous orchestra leader and impresario. He returned to our city in 1893, and was two years later appointed second musical director of the Choral-Symphony Society, which place he has held ever since. He is at the same time organist at the Church of the Messiah, instructor of the singing section of the Central Turnverein and teacher of the piano at the Strassberger Conservatory of Music. In all these various capacities he has proven a thorough musician in theory as well as in practice, conscientious and painstaking and above all full of great enthusiasm for his art. He stands in the front rank of our musicians and enjoys an enviable reputation among the profession and the public at large. The results achieved by the Choral-Symphony Orchestra are in a great measure due to his exertions, his untiring activity and the inspiration which he creates in others especially for classical music. In spite of his arduous duties he has found time to edit instructions for piano players, to revise piano music and to attend to the orchestration (instrumentation) of several operas and voluminous music works.

EGMONT FROEHLICH.

The Stuttgart Conservatory of Music has two representatives in our midst, the brothers Froehlich. Mr. Egmont Froehlich, the elder brother, was in 1866 called to St. Louis as successor of Prof. Sobolewski, the musical director of the old Philharmonic Society; he held this position till the organization ceased to exist, wherenpon he became Director of the Arion des Westens and in 1870 of the Liederkranz, in which latter capacity he remained for thirty years and he was twice, in 1872 and in 1888, leader of the festivals of the North American Saengerbund. He also was for many years the musical instructor of the Normal and High School and is acknowledged to be one of the best piano teachers, organists and chorus leaders in the city. He is now exclusively engaged in giving private lessons and resides at 1517 S. Compton avenue.

CARL FROEHLICH.

Mr. Carl Froehlich was born and educated in Stuttgart, one of the musical centers of Europe, and the seat of the celebrated Royal Conservatory of Music, at which institution he devoted fully seven years to zealous study in his art. He came to St. Louis in 1868, and soon entered upon an active life, not only as a teacher of the piano and violoncello, on which latter instrument he is considered one of the best performers in the country, but also as a vocal teacher, leader and church and oratorio singer, being in possession of a splendid basso voice. He was for eight years a member of the choir of the Church of the Messiah, during six years in the First Presbyterian and afterwards in the St. George's Episcopal Church. His career as a leader of singing societies is a remarkable one; he was musical director of the Orpheus from 1870 to 1874, of the Arion des Westens between 1874 and 1876, afterwards for some time with the Chouteau Valley Mannerchor. The Sociale Saengerchor achieved its greatest success during the years in which Mr. Froehlich had charge of it (from 1884 to 1889). He resigned this position and went in 1889 to Stuttgart, where he remained for several years,

returning to this city in 1893. Since then he has devoted himself again to his profession, in which he undoubtedly stands in the front rank. He was a member of the St. Louis Quintette Club and its manager from 1894 to 1899, in which year this worthy musical organization ceased to exist for want of support. Carl Froehlich is a thorough musician, full of enthusiasm for and ardently devoted to his vocation and so is in fact his family, Mrs. Froehlich being a well-known teacher of singing and one of his sons, Max Froehlich, an excellent cello-player, in which capacity he has for years been a member of Van der Stucken's orchestra in Cincinnati. Residence and instruction rooms of Mr. Froehlich are at 1026 Morrison avenue.

FRANK GECKS.

This name has been a household word among the musical world of St. Louis for more than half a century from the fact, that father and son both bearing the same name were foremost in the development and promotion of their art. Gecks, Senior, had come here, when the musical life of St. Louis was in its infancy, and only one orchestra worth that name was in existence; he played almost every instrument, but especially the violin and contrabass and was considered a master on the latter, a member of the Polyhymnia and the Philharmonic orchestra and for over thirty years at the head of the musical department of the Christian Brothers College. Frank Gecks, Junior, born in this city in 1865, received his education at the aforesaid college, graduated as Bachelor of Arts in 1882 and was two years later the recipient of an honorary diploma as Master of Arts. His early musical training was given him by his father and afterward by some of our best local teachers. He began his professional career in 1881 as first violinist in the Grand Orchestra and went in 1886 to Europe, where he devoted two years to studies at the Leipzig Conservatory with Professors Hermann and Brodsky (violin) and Jadassohn (counterpoint and composition). After his return he became his father's assistant at the college and upon the latter's death, in 1896, his successor, which important position he has held ever since. He is a very successful teacher

and has for years been the concert master of the Symphony Orchestra. His private pupils are instructed by him at his residence, 2212 Hickory street.

LOUIS HAMMERSTEIN.

Mr. Louis Hammerstein is a native of this city and received his first musical training at the early age of nine years from Professor Rauchholtz, a well known piano teacher in his time; his next teacher was Prof. Franz Boehmen, with whom he studied until his sixteenth year, whereupon he continued his studies under Prof. Lawitzky till the latter's death. His career as a piano teacher, concert player and organist has been of marked success and he is considered one of the best accompanists and sight readers in our midst. Mr. Hammerstein has gained an enviable reputation as a painstaking teacher and likewise as a choir leader and organist, in which latter capacity he first served at the Centenary Methodist Church (1881-1882) and then was called to Dr. Niccoll's Church, where he remained for ten years up to 1893. After a brief intermission he accepted an engagement at the Lafayette Park Presbyterian Church where he officiated until May, 1896, when the church was nearly destroyed by the cyclone. Since October 1st, 1896, he has been organist of the First Presbyterian Church. Aside of his numerous private pupils he has taught at the Sacred Heart Convent for fifteen years and has given recitals and instruction at the summer music schools of Shelby, Youngstown, Newark and Uhrichsville, Ohio. It may also be mentioned that he has been the pianist at the Philharmonic Quintette Club during the existence of this organization. The subject of this brief sketch comes from a musical family, which is at the same time one of the oldest and most respected of this city; his father is an amateur flute player and his uncle was a member of the Polyhymnia, the first musical society formed here some fifty years ago; another uncle belonged to the orchestra of the old St. Louis Theater on Pine street. Mr. Louis Hammerstein is well known not only in musical circles, but also in society, is always welcome wherever he makes his appearance, and a great favorite among his host of friends, Americans as well as Germans. His residence and studio is at 2346 Albion Place.

GEORGE HEERICHS.

When, in the middle of the sixties, George Heerich, then a youth in his teens, arrived in this city from Germany, the late lamented August Waldauer had for years been giving glowing recitals of his artistic triumphs in bygone days, notably of his tourneys with Jenny Lind, of the friendly rivalry engendered between them, and of the trophies he had snatched from the conquests of the great songstress. As the city had at that time no solo violinist of distinction its music lovers had to content themselves with the sporadic appearances of visiting artists and the perusal of local newspaper articles, which appeared with regularity and frequency, extolling the wonderful feats in the remote past of a domestic violinist long ago placed on the retired list. When, soon after this time, Mr. George Heerich made his debut as a violin soloist, the reception accorded him was most flattering, as discerning audiences were not slow to recognize the many admirable qualities of his playing, and appreciated no less his warm, broad tone, his great skill of execution, than the noble style and emotional quality of his delivery. In all the time of Mr. Heerich's career as an artist his aims were the highest, his contributions to the many concerts in which he took part were models of a refined selection, never exhibiting the desire to bribe by concessions to vulgar taste. Not less beneficial was Mr. Heerich's activity as a teacher; the many students who enjoyed the privilege of his tuition all testify to his painstaking care and intelligent guidance, and there are not a few young artists whose high proficiency proclaims the superiority of their teacher's method and skill. If to-day the taxing duties of a teacher's life leave Mr. Heerich no time for solo work, and his onerous vocation, not promotive of composure and concentration of mind, indispensable conditions for a soloist's success, has necessitated his withdrawal from the concert stage, there remains the assurance that his work will be taken by the younger generation, qualified for the task by their teacher's instruction and emulated by his example. Mr. Heerich's studio is at 1926 Louisiana avenue in the district known as Compton Heights.

ALEXANDER HENNEMAN.

Mr. Alexander Henneman, the proprietor and director of the vocal college which bears his name, received his musical education in the different capitals of Europe in which he chose the most eminent specialists in their respective lines as his instructors; in this way he became a graduate of the Royal Academy of Music at Munich (Germany), and a voice pupil and accompanist of the celebrated Professor Sbriglia in Paris. These studies would have sufficiently enabled him to follow his vocation as vocal performer and teacher of singing with all desirable success, but his ambition and purposes caused him to go to Europe a second time for additional studies with some of the most eminent authorities. Thus equipped with a thorough knowledge of voice culture, theoretical as well as practical, he began his career with the determination to give his pupils the best possible instructions in all the details of the art of singing and the complete training which would fit them for the positions of church, concert and opera singers. With this view the vocal college, located at 3723 Olive street, was established by him a few years after his second return from the other side of the Atlantic. The building erected by him, in accordance with his own plans, includes a hall, serving as the study of the director, wherein all the lessons and recitals are given. It contains a stage, auditorium and balcony, and has a seating capacity of 250 persons; the acoustics are wonderfully perfect. The four styles of recitals given at the Henneman Vocal College: General Recital, Advanced Pupils Recital, Soloist Recital, and Recital in Costume, of which three of each are given every year, have proven to be, not alone a great incentive to the pupils to advance from a lower to a higher grade, but have given them a practical experience of the demands of public appearance that are of inestimable value, one of their results being that they prevent and protect against stage fever, which otherwise might not be overcome in many cases. The demands of such an institution on the ability of the director are great and manifold. However, Mr. Henneman's training as

Singer, Pianist, Cellist, Conductor, Composer, Lecturer and Journalist, coupled with his stage experience, enables him to conduct this work successfully. Gifted with rare foresight, Mr. Henneman specialized his school, for the needs of the singer, and all efforts are directed to those branches that are necessary for the thorough training of the vocal artist in all fields. Voice culture, artistic singing, sight-singing and ear-training, stage practice, harmony and composition and accompanying — these are taught, and with what splendid success is known far and wide since many years. Director Henneman is a musician of national reputation, whose talents and abilities eminently fit him to be the head of such an institution. He is also director of a choir of fifty voices at St. Francis Xavier's (College) Church and director of the Henneman Ladies' Quartette, an organization originally composed of four of his pupils, whose artistic work has received so many favorable press notices and the praise of connoisseurs wherever they have appeared. His text book on Sight-Singing and Ear-Training has proved to be one of the most successful works on a musical subject. The matter is treated in a very original manner and the results in treating have been such as to commend the work at once to musicians. Mr. Henneman's "100 Celebrated Exercises," a compilation of the daily exercises of famous singers, past and present, a work he has labored on for over eight years, is becoming a standard book for the voice pupil.

MADAME WILHELMINE RUNGE-JANCKE.

This lady occupies a prominent position among the teachers of the vocal art in our city. Madame Runge-Jancke is a native of St. Petersburg and received her first musical training in the Russian capital, which is so justly celebrated for its refined musical taste and the patronage bestowed upon art and artists. After leaving St. Petersburg more than four years were spent by her in Berlin in the continuation of her studies with some of the great professors of music, of which the capital of Germany is so very rich. Prof. Gustave Engel, Royal Director of Music, was her principal teacher, and she came fully equipped for her vocation to

the United States where she first appeared in concerts in New York City; she resided there for several years and then came to St. Louis, making this city her home and the field of her activity. Madame Runge-Jancke instructs not only singing, but also piano playing and many of her pupils give evidence of the excellent training received from her; she is furthermore a linguist of superior merit and teaches French, Italian, Spanish, English, German and Russian. She used to be the vocal teacher of the Forest Park University and the Mary Institute, now holds the same position at Hosmer Hall and has a large number of private pupils, who receive their lessons in her studio, Room O in the Odeon. Being an enthusiast for her art she devotes several hours per week to the musical department of the Insane Asylum, music being considered one of the most important and successful auxiliaries in the treatment of these unfortunate human beings.

E. R. KROEGER.

Where there is a will there is a way — this old proverb is clearly exemplified by Richard Ernest Kroeger, the well-known music teacher and composer. Two noteworthy circumstances in his career attract particular attention: the first is, that he received his entire musical education at home, the second is, that in spite of adverse conditions persistence brought success. Beginning his studies at an early age circumstances compelled a cessation of active musical life for eight years. The time when he naturally would have been expected to be doing his severest work at some school of music, or under some first-class instructor, was put in as a clerk in a mercantile house. The interruption ended with a return to his musical career in his twenty-third year. He is of mixed German and English parentage; his father, Adolph E. Kroeger, was a native of Schleswig-Holstein, and the son of a Lutheran clergyman, whose liberal political views brought him to this country in 1849. His mother was born in Richmond, England. The father of Mr. Adolph Kroeger died in Davenport in 1857, whereupon his son came to St. Louis, to make this city his home. He was a profound scholar and his translations into English of German philosophical works,

particularly those of Fichte, are considered the best in existence. His work "The Minnesingers of Germany" (Translations of poems by the most noted of those poet knight-errants) won a very high reputation. His writings on social and political topics also received wide attention, likewise his essays on musical subjects. He died in 1882, when only forty-four years old, but not until he had seen his son's early promise begin to turn to splendid results. E. R. Kroeger was born at St. Louis in 1862; his lessons in music began with his fifth year, and were given him by his father; they were followed by violin lessons from Ernst Spiering, and he was only ten years of age when he wrote his first composition. After attending the public schools for seven years, he entered mercantile life, in the meantime spending every spare hour in the study of music and composition. His father's death placed upon him the duty to support the family, and he hesitated to abandon a fixed salary for the uncertainties of a musician's profession; he yielded at last, however, to the advice of friends, and dropped the business man entirely for the artist. Since that time he has been conspicuously before the public as composer, pianist, organist, conductor, instructor, lecturer, and writer on musical topics. As a composer he has gained an international reputation; his pianoforte pieces and songs were soon in such a demand that the leading publishing houses in the country began to issue his works; in 1895 the great firm of Breitkopf & Haertel, in Leipsic, published his twelve concert studios, for the pianoforte, and has since issued a great number of Mr. Kroeger's compositions for pianoforte, violin and piano, and for cello and piano. Mr. Kroeger has written extensively for orchestra; his works in this direction have earned the praise of the highest authorities, and some of them have been rendered by the Thomas, Seidl and St. Louis Symphony orchestras. In chamber music he has written considerably also, and his quartette in D minor for pianoforte, violin, viola and violoncello was the first composition which gave him national fame. As a pianist, Mr. Kroeger has achieved almost an equal reputation to that of a composer. The New York *Musical Courier* said of him: "In his recitals during the past five years Mr. Kroeger has played upward of 300 standard compositions

from memory. His repertoire is one of the most extensive of any pianist before the public and includes all schools of piano composition. Mr. Kroeger's interpretation is broadly intellectual; he is keenly analytical in his playing, especially in his astonishingly clear treatment of polyphony; his technic is brilliant and easy, but never displayed at the expense of the poetic and emotional side of his work." As an organist he has been connected with some of the most prominent churches in St. Louis ever since he was fifteen years old. As a conductor, Mr. Kroeger had charge of the musical productions of the McCullough Dramatic Club for a long time; he also directed the Amphion Male Chorus and the Morning Choral Club (a ladies' chorus of sixty voices) for eight seasons. This organization has achieved a reputation second to none in the United States for merit in its peculiar sphere. As an instructor he has met with unusual success. His private work has been very extensive, and his position as director of the College of Music in the Forest Park University for women has been means of his creating one of the most successful schools of music in the West. Hundreds of young ladies from many States have come under his personal instruction in this institution. As a lecturer and writer on musical topics, Mr. Kroeger has been extremely successful; his lecture recitals on the Wagner music dramas, and other great composers of pianoforte music, have been met with much favor and his articles on musical subjects in some of the best musical journals have given him quite a high position as an authority in this field. In 1895 the Music Teachers National Association held its annual convention at St. Louis, Mr. Kroeger was the chairman of the executive committee; the manner in which he fulfilled his duties so met with the favor of the delegates, that he was unanimously elected president of the association and presided over the convention the following year in Denver. He was also elected president of the Missouri State Music Teachers' Association in 1897 and re-elected in 1898. For the past two years, he has officiated as adjudicator of the Annual Musical Festival which takes place at Hutchinson, Kans. Mr. Kroeger's family residence is at Webster Park, one of the most charming suburbs of St. Louis, and his studio is in the Odeon, on Grand and Finney avenues.

CHAS. KUNKEL.

The arrival of Chas. and Jacob Kunkel (in 1869) gave a fresh impetus to our musical life; they soon became the center of attraction as concert players and especially as duo performers on two pianos in which capacity they received the highest praise from authorities like Rubinstein, Madame Essipoff and others. Mr. Jacob Kunkel died in 1881, much too soon for his art and his friends. Mr. Chas. Kunkel stands at the head of the Kunkel Conservatory and his achievements on the musical field are known far beyond St. Louis; they are best signified by pointing to his fourfold capacity as instructor, performer, composer and publisher and in addition to these as the organizer of popular concerts. He is an ardent, enthusiastic musician and has done much to promote the art in our midst.

WILLIAM LANGE,

TEACHER OF MUSIC

Musical Director of the

SOCIALER SAENGERCHOR,

SOUTH ST. LOUIS BUNDESCHOR,

ROCK SPRING SAENGERBUND

AND HARMONIE MAENNERCHOR.

Residence and Studio,

1126 St. Ange Ave.

VICTOR LICHTENSTEIN.

Young in years, but highly proficient in his art — with these works we refer to Mr. Victor Lichtenstein, the violinist and violin teacher. He is a native of our city, where he was born in 1872; his musical instruction began at an early age by the best local teachers and continued until his seventeenth year. After a period of industrious work as a teacher he went to Leipsic and entered the Conservatory of Music as a pupil of Hans Sitt, one of the greatest composers and violinists of the present day, as whose assistant he acted for a considerable time, playing first violin in the Conservatory concerts and from 1895 to 1896 in those of the Gewand House under the celebrated Kapellmeister, Arthur Nikisch. Leaving Leipsic, he proceeded to Brussels, where he continued his orchestral practice under Ysaye and Dupont and studied the Belgian school of violin playing, with Marchat, Ysaye and Thomson. Since his return to St. Louis he has obtained an enviable reputation as violin teacher and as viola soloist of the Choral-Symphony Society; he is pursuing his practical work as an orchestral player. The string orchestra formed by his pupils and strengthened by the best local professional talent has done excellent work and won the praise of all connoisseurs. Mr. Lichtenstein's repertoire embraces the great classical sonatas of J. S. Bach, the modern compositions of Rubinstein, Grieg and Brahms, the concertos of Spohr, Wieniawski, Vieuxtemps, Tschaskowsky, Max Bruch, Saint-Saens and virtuouso pieces of Sarasate, Hulay, Miszka Hauser and others. His instruction rooms are in the Odeon and in Lindenwood College (St. Charles) in which institution he officiates as professor of violin.

OTTOMAR A. MOLL.

Mr. Ottomar Alexander Moll hails from a well-known family of Lebanon in our neighboring State of Illinois, and came to St. Louis when a mere child, and after receiving an excellent education, he devoted himself to the study of music, first under Charles Kunkel and E. R. Kroeger and afterwards with Dr. Robert Goldbeck in Chicago. During his stay in the latter city,

from 1893 to 1895, he played in concerts at Kimball Hall and it may not be out of place to reprint here what the Chicago *Telegraph* said of his playing. It reads as follows: “Dr. Goldbeck, the eminent pianist and composer, gave a concert at Kimball Hall Thursday. He introduced on this occasion one of his pupils, Ottomar A. Moll, a yonth of sixteen who has been studying with him for two years. Young Moll’s numbers were Schubert’s A-flat Impromptu, given with delicacy of touch and remarkable feeling. Liszt’s brilliant arrangement of the Sextette from Lucia played with the fire and dash befitting the work. To the unanimous encore he responded with the Chopin Nocturne in B flat, which showed fine technique.” After his return to our city he established himself as a teacher of piano and harmony and has met with well-deserved success, as shown by many of his pupils’ performances. Mr. Moll is a very conscientious teacher and takes great care as an instructor, being at the same time a performer of considerable merit. He was the sole pianist in one of the concerts of the St. Louis Symphony Orchestra (at Music Hall, March 22d, 1897) and was the recipient of enthusiastic applause from the audience and of the most favorable notices by the public press. He is the director of the Rubinstein Club, a well-known musical organization. Mr. Moll’s studio is at 3723 Olive street, easily accessible from all parts of the city.

HOMER MOORE.

Mr. Homer Moore, the subject of this sketch, was born in the western part of New York State in the spring of 1863. He received the ordinary schooling, including a course of special study in the Kansas State University. As a boy he possessed an unusually clear and sympathetic mezzo-soprano voice, and was continually singing for friends and small entertainments. When eight years of age his musical education was begun with a course of lessons on a reed organ, an instrument that never appealed with any particular force in his musical taste. Shortly before he was sixteen he began the systematic cultivation of his voice, and before passing his seventeenth birthday had charge of the music

of the First Methodist Church at Erie, Pa., the most ambitious church in the city in regard to its music. After a year in Erie he persuaded his father to send him to Boston to take a thorough musical course in the New England Conservatory. There he studied with Geo. W. Chadwick, Stephen Emery, Louis C. Elson, Wm. F. Apthorp, John Buckingham, J. H. Wheeler, Carl Zerahn, etc., tone production and singing, harmony and counterpoint, composition, orchestration, musical theory, piano, pipe organ, the Delsarte system of dramatic action, conducting, and modern languages. During his two years sojourn in Boston Mr. Moore appeared frequently at the Conservatory concerts, and at the close of his course of study gave one of the best recitals in the history of the institution. While yet a pupil of the Conservatory Mr. Moore gave the first singing lessons ever given at the Chautauqua, N. Y., Assembly, and appeared as one of the principal soloists at the Amphitheater concerts under the direction of the late Wm. F. Sherwin. In 1882 Mr. Moore settled in Columbus, where he remained as a teacher for two years, having charge of the music in the Trinity Episcopal Church. From Columbus he went to Chicago, taking a position of baritone in the choir of the Sinai Tabernacle, of which Dr. Emil Hirsch was then, as now, rabbi. After a year with Dr. Hirsch, Mr. Moore went to "Swing's Church," in Central Music Hall, where Prof. David Swing preached to a congregation of from two to three thousand people every Sunday morning, among whom were the Fields, Pullmans, Palmers, Gages, etc., to whom the greatness of Chicago is very largely due. Mr. Moore continued at Prof. Swing's Church for three years, excepting for a few months spent in New York as a member of the first American Opera Company organized by Mrs. Thurber and conducted by Theo. Thomas. In 1889 Mr. Moore went to Cleveland, where he remained one year as a teacher of singing. In 1890 he went to Europe, located in Munich and remained a year devoting himself almost exclusively to the study of the Wagner Music Dramas. While in Munich he prepared a series of lectures on these works and procured a collection of stereopticon views representing the scenes and characters of the dramas, which is probably not equaled anywhere in the world. In 1892 he re-

turned to this country and made a tour of all the principal Chautauqua Assemblies, giving these illustrated lectures to vast multitudes, a large proportion of which had never heard a Wagner opera. At the close of the season Mr. Moore settled in Pittsburg where he remained for three years teaching singing, and giving concerts. While in Pittsburg Mr. Moore frequently averaged one hundred and twenty lessons a week with a waiting list of fifteen or more applicants for whom he could find no time for lessons. Mr. Moore next settled in New York, teaching singing and continuing his work on the Wagner music dramas with that great conductor, Anton Seidl.

When the Trans-Mississippi Exposition was projected Mr. Moore went to Omaha and organized what was known as the "National Congress of Musicians," which was the greatest convention of the really great musicians of the country that ever took place west of Chicago. In the spring of 1898 Mr. Moore came to St. Louis as soloist for the Apollo Club and in the autumn of the same year came here to reside, taking the position of music critic for the *Globe-Democrat* and opening a studio in the Odeon. His work on the *Globe-Democrat* commenced a new epoch in the musical criticism in this city and brought about the erecting of the Odeon Building, and a reorganization of the Choral-Symphony Society. During the season of 1899-1900 Mr. Moore managed this society and Odeon Building. During the last year he has devoted himself almost entirely to teaching singing and has developed an unusually large and talented class of pupils. His studio is one of the largest and finest in the country, the teaching room being over fifty feet long, decorated with pictures and a magnificent library which includes more than a hundred opera scores, as many oratorios, numerous orchestral scores, including that gigantic work, the "Nibelungen Trilogy" by Wagner. For the last two years Mr. Moore had charge of the music at the First Presbyterian Church, where, in connection with the quartet choir and organ, he uses the violin and harp in the accompaniments to the choir pieces and for the instrumental offertories. In this connection he has written harp and violin parts for over one hundred anthems, solos, etc. Since his arrival in St. Louis, Mr. Moore has taken an active part in everything that has been to the advantage of the music of

the city, and without doubt deserves all the credit accorded him for the new life which has been felt in musical matters since he took up his residence here.

PAUL MORI.

Mr. Paul Mori began to receive musical instruction when only four years of age, by his parents, his father being a good tenor and teacher of singing and his mother one or the best oratorio altos in the city of Berne, the capital of Switzerland, where he was born and where he received a classical education, which enabled him to acquire a teacher's position soon after his arrival in this country in 1882, at which time he was only nineteen years old. He taught school for five years, in the meantime continuing his study of music, to which art he has devoted himself during the past fifteen years with remarkable success. He studied especially harmony, counterpoint and fugal orchestration and it did not take him long to become one of our best organists, in which capacity he officiated for more than six years in St. John's Episcopal Church; he is since nearly five years organist and choirmaster of St. George's Episcopal Church (Dr. Holland's) and has, aside from his organ playing, a well-deserved reputation for the training of boy-choirs, as he makes this his particular specialty. The boy-choir of St. George's is considered the best of its kind in our city. Among the several young solo singers brought out by him, is the highly talented Master Frank de Vol. Mr. Mori has for ten years been connected with the Forest Park University and since quite a while with Strassberger's Conservatory as piano teacher, and his private class at the Odeon is constantly increasing. As an authority he is frequently called upon to inaugurate new organs here and elsewhere. His achievements as musical director of the Young Men's Christian Association (Grand and Franklin avenues) and as leader of its amateur orchestra are well-known and duly appreciated and so are his numerous compositions, consisting of church music, cantatas, orchestra and piano pieces, many of which possess particular merit.

WILLIAM H. POMMER.

The subject of this sketch, Mr. William H. Pommer, was born in this city in 1851 as the son of Frederick Wm. Pommer, a piano manufacturer, who was called from earth when the son was only five years old, so that his education and everything else from that time on had to be cared for by his mother, a woman of strong personality, force of character and self-possession. The boy grew up under the best of home influences and as natural talent and outspoken inclination pointed to the musical profession, he began his studies in that direction at an early age, first at home and from his twelfth year on with the pianist B. A. Bode, from whom he received a systematic instruction during a period of eight years. He then became the pupil of E. Sobolewski in musical composition until 1872, in which year he went to Leipsic, to enjoy the great advantages of the celebrated Conservatory of that city; he studied piano with Coccius Dr. Paul and Reinecke and harmony with Richter. Two years later he went to Vienna, where he studied organ and composition with the great Anton Bruckner and singing with Victor Rokitanski. Since his return from Europe in 1875 he has made his native city the field of his activity with the exception of four years (1883-1887) in Columbia, Missouri, as Director of Music in Christian College and one year (1889-1890) as Conductor of the Union Musical Club, in Milwaukee; for ten years (1890-1900) he had charge of the music in Smith Academy (Preparatory Branch of Washington University) which position he resigned to accept that of Instructor in Music in the High School, and Supervisor of Music in the St. Louis Public Schools. He has at various times been connected as organist and choirmaster with some of the larger churches such as St. George's, St. Peter's and Christ Church. Well known as a pianist in his youth, he has in late years thrown all of his strength into composition, conducting and teaching. Mr. Pommer is the composer of many works which have attracted attention wherever heard. His latest work "Cupid in Arcady," but recently published is conceded to be one of his best. He has won two prizes for composition, the first for a male chorus "Sons

of the Daggers," upon which occasion Theodore Thomas was one of the judges, and lately for song for baritone in a competition under the auspices of the Missouri State Music Teachers Association. Mr. Pommer has a number of larger works for choirs and orchestra in manuscript, which, it is hoped, may some day be brought before the public. Imbued with true love and enthusiasm for his art, equipped with a thorough knowledge of everything pertaining to music, conscientious in the fulfillment of his duties, it is but natural that his career has been one of uninterrupted, well-deserved success. His residence and studio is at 777 North Euclid avenue, in a most eligible part of our city.

RICHARD S. POPPEN.

Richard S. Poppen was born December 1st, 1839, on the island Mohn, not far from Esthland, a province of Russia. He visited the gymnasium of Reval and the college of Birkenruhe, leaving the latter institution to study music in Leipsic where he remained from 1857 to 1859, receiving instruction from Moscheler, Plaidy, Hauptmann, Richter and Rietz. In November, 1859, he arrived in New York, and, after a short stay there, accepted an engagement as conductor of a concert troupe, traveling with them for five months. The following autumn he visited Atlanta, Ga., for the purpose of settling as private instructor, but being offered the position as principal music teacher at the Southern Female College, of La Grange, Ga., he moved to that place in January, 1861. The civil war causing that institution to temporarily suspend operations, he left the South and in November, 1863, established himself in St. Louis. In 1864 he became organist of the old Catholic Cathedral, and in 1865 of the Immaculate Conception, then on the corner of Eighth and Chestnut streets. In 1878 he was appointed organist of St. John's (Catholic) Church and in 1883 of the United Hebrew Congregation, which position he still occupies. Mr. Poppen has also been active in choral and opera work; he organized and directed the Henry Shaw Musical Society, and the St. Louis Opera Company, the latter organization performing successfully two of his operas. Many other com-

positions of his have also been performed and published, meeting with favor from the public. At present he is devoting himself to the creating of appropriate music for the Jewish divine service, there being so little of it extant. His long experience as organist of a Jewish Temple and knowledge of composition make him a competent person to do so, and he hopes to be able to supply a long-felt want in the synagogues. Mr. Poppen is considered an excellent teacher of the piano, and many of his pupils have given fullest evidence of this fact. His studio at 3117 Washington avenue is easily reached by the various street railway lines of the city.

SCHOEN'S ORCHESTRA AND VIOLIN SCHOOL.

I. L. SCHOEN, Director.

Office and Studio: THE ODEON.

ALFRED G. ROBYN.

Mr. Alfred G. Robyn comes from a musical family, two of whose members were intimately connected with St. Louis musical life in its earliest stage. His father, Mr. William Robyn, who had come here in 1837, was the founder of the first two musical organizations in the city, a brass band, which supplied a long-felt want, and an orchestra, almost entirely formed of amateurs, with the assistance of a few professional musicians. The brass band gave its services gratuitously, and the members of the Polyhymnia orchestra did likewise. The concerts given by this society from 1845 on, were a revelation to the music-loving people of St. Louis; Wm. Robyn was not only a leader of considerable merit, but an artist on his special instrument, the violoncello, which his master hand played until his physical condition caused him to retire from all activity. He was musical instructor at the St. Louis University from 1838 to 1852, and for a great

number of years at the Convent of the Sacred Heart. His brother, Henry Robyn, also a very accomplished musician, was during a long period the music teacher at the School for the Blind and up to the end of his life, lost in a shipwreck, the musical instructor of the High School. Under a parental roof, where music played such a conspicuous role, the boy Alfred became imbued with the love for the art in his youngest years, receiving a thorough musical education, which enabled him to make his debut before the public when only ten years of age, on which occasion he played Mozart's Concerto in A-major, and to officiate as an organist in his eleventh year, since which time he has never been without a position. Years and years of study and earnest devotion to his art made him when still young, a pianist and composer, whose ability combined with his talent soon gave him an enviable reputation far beyond his native city. He is a brilliant performer and his appearance on the concert stage is always the signal for a storm of applause and the same may be said of his manipulation of the organ. His first engagement as a pianist was with the Emma Abbott Concert Company, with Ferranti, Arbuckle, Stanley and Abbott. As accompanist he has played for nearly all the great artists who come to St Louis. He is the director of the Apollo Club since its organization, choirmaster of the Church of the Holy Communion and leader of the popular Sunday concerts at the Odeon. His efficiency as an instructor is too well known to require more than a simple mention of the fact that many of his scholars have made a name for themselves. The number of works composed by him is very great. He devotes this activity chiefly to opera, operettas and ballads, of which latter he has published more than three hundred. His first opera, "Manette," was performed by professionals in 1883. The second was "Merlin," a romantic opera in three acts, and twenty operettas written by him have been given in course of time with decided success. He is frequently called on to act as judge at music festivals and on awarding committees, being entrusted with this duty in recognition of his high standing in the musical world. He is a member of the St. Louis, the Fair Grounds and the Glen Echo Clubs, his congenial manners making him a great favorite in society and welcome wherever he

appears. His studio is in his residence, 3714 West Pine boulevard.

FRED. SCHILLINGER.

Mr. Frederick Schillinger is a native of this city, where he was born June the 18th, 1856, the son and only child of Mr. Charles Schillinger, whose tall figure was familiar to every theater-goer, as he had been the first flutist in the orchestra at the old Ben De Barr's and other principal theaters for more than a quarter of a century, besides being a good pianist and teacher of both these instruments. The elder Schillinger hailed from Wuertemberg (Germany) and had come here in 1852, when only nineteen years old; he was a member of the Philharmonic Orchestra under that grand director, Sobolewski, and died in May, 1899, leaving behind him an honored name. Mr. Fred. Schillinger received his piano instructions from his father; his violin teachers were Ernst Spiering and A. Waldauer, and their scholar soon made such progress that he could enter the Vienna Conservatory of Music at an early age. There he devoted two years to arduous studies under Professors Helmesberger and Schenner, both celebrated teachers. After his return from Europe he began his professional career as instructor of piano and violin and his success as such is well known, for the last fifteen years he has been musical director of the Apollo Gesangverein, the Freier Maennerchor and the Ladies Choir of the Freie Gemeinde of North St. Louis. He is a devoted musician, a conscientious teacher and has a large circle of warm friends. Most of his lessons are given by him in his residence, 2148 Salisbury street.

STASSBERGER'S CONSERVATORY OF MUSIC.

It was a very modest beginning when Prof. Clemens Strassberger opened a school of music in 1886, soon after his arrival in this city, after spending several years in traveling in other parts of the United States. His undertaking proved so great a success, the number of pupils growing from year to year, that larger accommodations became a necessity, and they were secured by the purchase of the spacious three-story building,

No. 2200 St. Louis avenue, in 1893. The interior arrangements of the Conservatory, located as it is on one of the nicest thoroughfares of North St. Louis and easily accessible from all parts of the city, are fully adapted for the purpose they serve; well lighted and ventilated, high and airy rooms and a recital hall with splendid acoustics, facilitate the studies for scholars and teachers alike. It has been the constant aim of Director Strassberger to surround himself with the best of teachers, and the faculty, comprising twenty-nine members, include professionals of the highest ability. The result of this maxim has been an uninterrupted success. The thorough training of all pupils has developed many hundreds of able professional musicians and of amateurs of superior qualifications, all of whom give evidence of the complete musical education which they receive. The following competent and experienced gentlemen and ladies constitute at present the faculty: The Piano and Harmony department includes Mr. Louis Conrath, Mr. Geo. Buddeus, Mr. Paul Mori, Mr. Fred. Fischer (who also teaches organ, violin and bassoon), Miss Kate Jochum, Miss Annie Geyer and Miss Annie Von Der Ahe; the vocal instruction lies in the hands of Miss Adelaide Kalkmann and Miss Eugene Dussuchal; the violin department is taken care of by Dr. G. Paul Nemours, Mr. Bruno Strassberger and others; Mr. P. G. Anton teaches 'cello and piano tuning, Mr. Wm. Boeck instructs in piano, zither, mandolin and clarinet; Mr. Robert Buechel and Mr. Leopold Broeckhardt attend to the flute department, Mr. Jacques Wouters teaches Oboe and English horn, Mr. Charles Streeper the cornet, Mr. Robert Buhl the bass, Mr. Chas. Bauer, trombone and Euphonium and Mr. F. Steutermann the harp. Mrs. Dr. Johnson is in charge of Elocution and Physical Culture. Most of these instructors are graduates of European schools of music. The utmost care is devoted to each individual pupil and advancement to a higher grade is only granted after a thorough examination by a board presided over by Mr. E. R. Kroeger. Diplomas which are recognized everywhere, and gold medals, are annually awarded to graduates for specific merit, and many of them have soon after leaving the Conservatory acquired good positions as teachers or earn a satisfactory livelihood as professional

musicians. The monthly concerts, in which exclusively the scholars perform, are given for the purpose to do away with the bashfulness and embarrassment, which only too often cause the failure of otherwise talented and worthy students, and this is prevented by making them accustomed to appear before an audience. Thus it will be seen that everything is done to make the educational system of the college as perfect as possible. For the convenience of residents in the southern and southwestern parts of the city a branch of Strassberger's Conservatory has been established at the southwest corner of Grand and Cleveland avenues (Compton Heights) with a full corps of competent instructors, and like the mother Conservatory under the personal supervision of Director Strassberger, who has proven a very efficient head of this institution and who may well be proud of his results, the fruits of his energy and wise management.

GEORGE CLIFFORD VIEH.

Mr. George Clifford Vieh has for years been before the public as a concert pianist, composer and instructor, and stands, though comparatively very young, in the front rank of his profession. Born in St. Louis in 1871 he passed the first twelve years of his study of music in his native city, devoting his time and energy to the vocation, which both talent and inclination had pointed out for him. In 1889 he went to Vienna for the continuation of his studies; he entered the Conservatory, studied piano with Josef Dachs, harmony with Anton Bruckner, counterpoint with Robert Fuchs, composition with Johann Nep. Fuchs, and history of music with Prof. Prosniz, all acknowledged authorities in their respective branches. Mr. Vieh graduated in 1892, receiving the silver medal, the highest honor awarded by the Institute. Since his return from Europe he has resided in St. Louis where he has been associated with the leading artists as a concert performer and teacher. In the former capacity he has gained well deserved reputation as an exponent of Chopin, Schumann and Brahms; in 1898 he played the D-minor concerto of Brahms with the St. Louis Symphony orchestra, and the Quintette op. 34 with the St. Louis Quintette Club. In his

musical writing Mr. Vieh shows himself to be distinctly of the German School. In his songs he has used only romantic verse, adhering largely to the German poets. As a teacher, besides his city class, Mr. Vieh is director of the department of music at Lindenwood College, St. Charles, Mo., and also organist of the Lafayette Park Presbyterian Church, St. Louis. His achievements as an instructor and in the concert hall are widely known far beyond our own State. His St. Louis studio is in the Conservatorium, 3631 Olive street.

GUIDO VOGEL.

The present leader of the Grand Opera House orchestra, Mr. Guido Vogel, was born in St. Louis in 1862 as the son of the late Benjamin Vogel, who, for thirty years, held the baton at the Olympic theater. The son received his first music lessons when only nine years of age, and entered his father's orchestra in the summer theater at Uhrig's Cave in 1876, and in the following winter season at the Olympic, where he played for nine consecutive years, nearly all the time as first violinist. Mr. Vogel's first engagement as a leader was with the Roland Reed Company, afterwards with Annie Pixley, Henry Dixey and other dramatic companies, whose travels extended over the greater part of this country. Returning to his native city he again joined the orchestra of the Olympic, and when the Columbia theater was opened he accepted the position as its leader, and now holds that place at the Grand Opera House under the same management, in which capacity he has won the public's unlimited satisfaction. The same must be said of him in reference to society affairs, at which he and his orchestra are great favorites. It may be mentioned that he conducted the music at the inauguration of Union Station, on which occasion his orchestra numbered over two hundred instruments. But he is not only a very successful musical director, but also a composer of decided merit. His compositions embrace orchestral music, marches, pieces for the piano, the violin, and a goodly number of songs, all of which are most favorably received by professionals and amateurs. A man of very amiable disposition he is welcome wherever he appears, and

enjoys the esteem of all who know him. His residence is at 914 Whittier street, his mail address the Grand Opera House.

MISS CARRIE VOLLMAR.

In speaking of Miss Carrie Vollmar, we will begin with the statement, that she comes from a truly musical family, being a daughter of the late Mr. Geo. Vollmar, one of the early settlers and a very prominent manufacturer of this city, himself an unusually good amateur musician and a great lover of the art. She commenced her musical lessons when only seven years old and had for her first teacher Mr. A. Willhartitz, who was followed by Prof. R. S. Poppen, and Mr. Louis Oesterly, a cousin of hers, since many years a well-known music teacher in New York City and reviser of the celebrated publishing firm of Schirmer; another cousin, Otto Oesterly was for many years the first flutist in Theodore Thomas' Orchestra; and her sister, Miss Julia Vollmar, is a talented singer and a successful singing teacher. Miss Carrie Vollmar continued her studies during a prolonged period and became in course of time a very successful teacher of the piano, gaining a well-deserved reputation for her ability and diligence, her large classes embracing pupils of all ages. The results of her teaching have brought her the most flattering acknowledgments from professional authorities and general appreciation in musical circles. Her pupils appear every year in a public recital with well-selected programs, whose chief features consist in numbers for two pianos, whose splendid execution does like honor to the performers and their teacher. Miss Vollmar is since sixteen years the organist of the Memorial M. E. Church, in which position she has always given and is still giving the greatest satisfaction. Though her time is much taken up by her professional duties she is nevertheless a great favorite in society and has lent her valuable assistance to various charitable purposes. She is the author of several compositions, among them an inspiring song, "United, the Blue and the Gray," which President McKinley received from her on the occasion of his visit in St. Louis in 1898; he accepted its dedication to him with outspoken satisfaction, took it with him to

Atlanta and made use of its text in his famous oration at the Reunion of the Northern and Southern veterans. It was this song which brought her letters of thanks, of which she may well be proud, from some of the most gallant officers in the army and navy, for instance from General Fitzhugh Lee, Admiral Dewey, General Shafter and others of like fame. Miss Vollmar's studio, in her own residence, 2135 Sidney street, is easily accessible by street railroad lines from all parts of the city.

MUSICAL INSTRUMENTS AND SHEET MUSIC.

The growing demand for musical instruments and sheet music led in course of time to the establishment of several large firms devoted to this branch of trade. Our city can boast of a few music houses whose stock of musical instruments and sheet music respectively can well compare and compete with Eastern firms. We speak in the following pages of the foremost representatives of the branch firms which have done much for the development of musical art and musical taste in our midst.

F. BEYER & SON.

Kinloch C853.

The Morrison Mansion on the southeast corner of Seventeenth and Locust streets, usually called Lucas Place, was in its time one of the most elegant residences in all St. Louis, but its interior became still more attractive since F. Beyer & Son made it their headquarters in 1899. It underwent great changes by the hands of the architect and builders and is beyond doubt the most beautiful and best equipped piano establishment not only in St. Louis, but in the whole West. The first and second stories contain the salesrooms, the offices, a number of studios for the use of music teachers and a concert hall with 150 seats. No costs have been spared in the fitting up of the different apartments; the modern art of the decorator, the fresco painter's brush and the finest workmanship of the cabinet maker contributed to produce the

harmonious effect of solid beauty which greets the visitor everywhere in the magnificent establishment. The instruments handled by the firm are from the following piano manufacturers: Wissner, Leckerling, James & Holmstrom, Ludwig & Co., A. Nilson & Company, and Schiller. Mr. Beyer is himself a piano maker, received a theoretical and practical training in the factory of his father, established 1840 in Goerlitz (Germany), in connection with an extensive trade in wood for sounding boards which he furnished to piano makers all over the country. The son gained a liberal education and after leaving school devoted himself to the art of piano making, the thorough knowledge of which may be considered one of the causes of his success. He came here in 1872, was for a year in charge of the workshops of the St. Louis Piano Manufacturing Company and went into business for himself in 1873. He was first on Chouteau avenue between Seventh and Eighth, but removed after twelve years to the much larger building on the same avenue corner of Paul street, where he remained for thirteen years until 1899, when the present location was chosen and taken possession of, the business having become so extensive, that larger quarters were necessary. As stated before, Mr. Beyer grew up in his branch from boyhood and is therefore familiar with all its details, an advantage of great value not only to him, but also to those who buy from him, as they can be sure that he will sell them only good instruments fully worth their price and in accordance with what they are represented to be. There is always a large stock of pianos on hand affording ample facility to customers to find what they want. The firm is well known for its reliable dealings and strict business principles, which form the basis of an uninterrupted success, won by the exertions of both the senior and the junior partners, the latter being Mr. Theodore Beyer, who is a St. Louisan by birth and, like his father, much liked by all who know him.

BOLLMAN BROS. CO.

Bell Main 1522m. Kinloch C476.

Among the prominent professional musicians who came to St. Louis between 1848 and 1849 was Henry Bollman, the

father of the gentlemen who are now at the head of the above firm; he was not only a fine violinist and expert performer on various other instruments, but also a composer of decided merit and many of his compositions are even yet in constant demand. When the Philharmonic Society was organized towards the end of the fifties, he was one of its most active promoters and a member of its orchestra, which embraced the best professionals and amateurs of the city. The Bollman Bros. Co. is the offspring of the firm of Hy. Bollman and Sons, which in turn were the successors of Bollman and Schatzman, one of the oldest St. Louis music houses and especially known as extensive publishers of sheet music. Henry Bollman and Sons were first located on Broadway between Pine and Olive, afterwards at 1104 and 1106 Olive street, from where they removed to their present location on the southwest corner of Eleventh and Olive streets, where a substantial building had been erected for their special use, affording every facility for the transaction of the vast business done by them. After the death of their father, who for more than fifty years had been a citizen of St. Louis, his two oldest sons, Mr. Otto and Mr. Oscar H. Bollman, organized the Bollman Bros. Co., associating with themselves Mr. Wm. Steinway of New York. The incorporation of this firm took place in 1888. Since the demise of Mr. Wm. Steinway the partnership consists of the Messrs. Bollman and Mr. Henry W. J. Steinway. They are the Western representatives of the celebrated Steinway & Sons, E. Gabeler & Bros., Lindeman & Sons, and Sterling and Huntington pianos, in other words of the best instruments made in this country. A full assortment of the various styles is constantly kept on hand enabling the purchaser to make his selection from the largest stock in the city, aside from the fact that both Messrs. Bollman are themselves good musicians whose valuable advice is always sought and gladly accepted. Conscientious and fair dealing have won them the confidence of the professionals and the general public, and the superior quality of the instruments they handle is acknowledged by all. The principal trade of the company is, as may be supposed, within our own city but extends largely over Missouri and Illinois and the Western States in general. The owners of the firm enjoy an enviable

reputation in commercial as well as social circles and may well be proud of the success achieved by their untiring industry and energy.

THE ESTEY COMPANY.

Bell Main 2618. Kinloch B426.

Among the veteran organ and piano manufacturers of this country a place of honor and in the front rank is occupied by the Esteys, three generations of which family have devoted and are still devoting themselves to the building of these instruments. More than half a century has elapsed since Jacob Estey began to make the Estey organ, thereby laying the foundation for one of the largest industrial establishments in the United States and whose products have gained a world-wide reputation. From the modest beginning in 1846 has developed the gigantic firm whose name is a household word in the musical circles with professionals and amateurs in every part of our own and in more than one foreign country. It was a day of particular pride when an organ bearing the number 300,000 left the factory—just think of three hundred thousand instruments sent into the world by one house! This fact alone speaks volumes; it is the best evidence of the high qualities which the Estey organs possess, and no better proof is needed of their excellence in tone, mechanism, material and workmanship, all of which is unsurpassed by any other kindred instrument. They are made in a large variety of size, system and form, from the small organ for family use to the largest "Philharmonic," to which we listen with delight in church, chapel, lecture rooms, and in the concerts of musical societies, where it serves as a successful substitute for a complete orchestra. The greatest authorities are unanimous in their appreciation of these instruments, and the same can be said in reference to the Estey piano, which, in fullness and richness of tone, elegance of shape and superiority of mechanism, is second to none. Combined with these qualities is another of great importance, the moderateness of prices. All instruments emanating from the Estey factories are closely examined before leaving the threshold, so as to secure to the purchaser

a faultless, perfect organ or piano. Numerous and great improvements have been introduced in course of time in the interior arrangement of the instrument. Every modern invention is, after approval, made use of, and nothing is left undone to enhance their value. There are 800 hands employed in the workshops (in New York, Boston and Brattleboro), all of whom are skilled and experienced mechanics and workmen. The St. Louis house was established in 1876, and stands, since twenty-two years, under the management of Mr. Edward M. Read, who has won not only innumerable warm friends for himself, but also for the firm which he so ably represents. The present owners and partners of the Estey Company are Messrs. Julius J. Estey, J. Gray Estey, J. Harry Estey, and Edward M. Read. The firm has branches in New York City, Boston, Philadelphia, St. Louis, London and Hamburg. The St. Louis house, which occupies the entire building, 1116 Olive street, supplies, aside from its local trade, Missouri, Kansas, Texas, Arkansas, Indian Territory and Oklahoma with the Estey organs and pianos, and sends illustrated catalogues on application.

KIESELHORST PIANO CO.

Bell Main 3062m. Kinloch B422.

The Kieselhorst Piano Company is the successor of the late John A. Kieselhorst, whose piano and music store was established in 1879 and first located at No. 10 South Fourth street and then for many years at the southwest corner of Tenth and Olive streets. The present location at 914 Olive affords ample facilities for the constantly growing business of this enterprising firm, which after the death of the founder (in 1895) came into the ownership and under the management of his son, Edwin A. Kieselhorst, who is the principal stockholder in the company, whose incorporation took place in 1898. The firm sells pianos and organs both reed and pipe of the best make in retail as well as wholesale and keeps at all times a large assortment on hand, so that purchasers have the fullest opportunity to select what they desire. Gentlemanly salesmen are always ready to demonstrate the particular qualities and merits of the diverse instruments

handled and carefully examined by the company's experts before being placed in their salesrooms. The firm makes a specialty of automatic or self-playing attachments to be used with pianos as well as organs. The number of employees is at present twenty-five, but this number will soon be enlarged in view of the continued extension of its business. The Kieselhorst is one of the oldest St. Louis families; Mr. John A. Kieselhorst was especially known in musical circles as an excellent flute player, whose appearance as a soloist in concerts was always hailed with delight. Mr. Edwin A. Kieselhorst was only twenty-one years of age when placed at the head of the firm, and it is due to his activity and energy, that the sales are now double what they used to be in former years. He is well known, has a large circle of friends and it can truly be said of him, that he is one of the young men of the present age, whose motto it is to go ahead and to progress.

SHATTINGER PIANO AND MUSIC CO.

Bell Main 2408m. Kinloch B430.

It is a full quarter of a century since Mr. A. Shattinger established the business, which now bears the above name. His previous connection with Kunkel Brothers, who in former years conducted a similar establishment, gave him a thorough knowledge in the piano and music branch and to this knowledge is now added the experience of twenty-five years. The place occupied by him during the first twenty years on South Broadway, between Market and Walnut streets, formed always a center of attraction for professionals as well as amateurs and the same can be said of the present location, number 912 Olive, which street may be truly called the piano district of St. Louis. The Shattinger Piano, manufactured by the firm, is a great favorite and extensively sold through the representatives of the house in Missouri and many other States, aside from our own city and vicinity, likewise the product of some of the best piano factories in the East. The stock comprises also a full assortment of various musical instruments and all supplies of a musical nature; sheet music is a special feature and anything not on hand is promptly ordered. A large hall above the store offers ample facilities for

rehearsals, recitals and lectures and is frequently used for such purposes. There are at present twenty-eight persons employed by the firm and its patrons find at all times attentive and polite service. Mr. Shattinger is well known in our musical, fraternal and social circles and enjoys a justified reputation as a business man of the greatest integrity in all his dealings. The Shattinger Music Company was incorporated in 1898 and has the following officers: L. P. Bach, President; A. Shattinger, Vice-President and Treasurer; and Oliver Shattinger, Secretary.

THIEBES-STIERLIN MUSIC CO.

Bell Main 124a. Kinloch C484.

The demand for musical instruments and sheet music keeps pace with the growth of musical culture and love for the musical art. The constant increase of professionals and amateurs, of teachers and pupils, naturally causes additions to those who supply the increased wants so created, and the result is the establishment of new firms aside from the fact that sometimes old houses step to the background to make room for newcomers, verifying the doctrine of the "surviving of the fittest," or, in other words, that younger men comprehend the requirements of a progressive age better and more fully than those of a former generation. The Thiebes-Stierlin Music Company is, in comparison with many others, a young firm; it was incorporated November the 8th, 1894, by Augustus Eichele, Arthur C. Thiebes and Fredrick C. Stierlin, and is conducted by the two latter gentlemen who are at the same time the proprietors, directors and officers of the company. Using a well-known American phrase, we may with all justification say of them that they form a mighty strong team, being active, energetic, industrious business men, and well experienced in their branch. The company manufactures the Thiebes-Stierlin Piano, the Paragon Musical Instrument Strings, the Rienzi mandolin and the Monogram guitars, all of which have met with a most favorable reception from connoisseurs. A full stock of instruments of high grade, quality, superior finish, attractive style and medium prices offers at all times a large assortment to select from. Their sheet music department is the

most complete west of New York, they having purchased in course of time the plates and copyrights of the Bollman, the business of the Bollman-Drumheller, the Drumheller-Thiebes Music Company and the *Musical News*. They publish the best collection of sheet music in the West, edited and revised by Professor E. R. Kroeger (of whom we speak somewhere else) and they issue the most comprehensive catalogue of Catholic church music which gives them an extensive trade among churches all over the United States, Canada and Mexico. The territory of sales comprises the Central, Western and Southern States, Canada, Mexico, Hawaii and some parts of Germany. The working force of the firm includes sixty-three persons and all orders are executed with the greatest care and attention. Mr. Thiebes and Mr. Stierlin devote all their time to the management and supervision of their permanently growing business; they enjoy a well-deserved reputation for strict and reliable dealing and number among the best-known business men of our city. The office and salesrooms of the firm were for years at 1111 Olive street, but much more room became necessary and this resulted in their removal to 1118 Olive street, where they occupy the entire five story building and basement underneath.

COMMERCIAL SCHOOLS.

BARNES' BUSINESS COLLEGE.

Barnes' Business College was established in 1881 by Mr. Arthur J. Barnes, who is still in active control of the Institution. Mr. Barnes had been for many years prior to the establishment of the school engaged in general reporting in St. Louis. The school was a direct outgrowth of his professional work as a shorthand writer, and for a number of years its work was confined exclusively to shorthand and typewriting. In 1896 the school was incorporated under the name, Barnes' Business College Co., and a regular business department was added, in which bookkeeping, business arithmetic, penmanship, commercial law, letter-writting, grammar, banking and business practice is taught by special

teachers employed for that purpose. The school now has a faculty of eight instructors, and an annual enrollment of 250 pupils. For many years the school was located on the east side of Fourth street, between Pine and Olive. When the Laclede Building was erected, Mr. Barnes was the first business man to make arrangements for space in it, and for eight years the school occupied quarters on the eighth floor of that building. In 1896 the school had outgrown its space, and the agent of the building was unable to secure other rooms that would be convenient, which necessitated the removal of the school to the Insurance Exchange Building, corner Broadway and Olive. The school remained in this building, occupying one-half of the fifth floor, until December 1900, when it was removed to its present quarters in the Public Library Building, Ninth and Locust streets. The rooms now occupied by the school were specially prepared for its use, and no pleasanter rooms for school purposes can be found in St. Louis. Barnes' Business College is patronized by the best people in St. Louis and the surrounding country, and is recommended by leading business houses of the city. Twenty-one years of earnest, conscientious effort has enabled the management of the school to formulate courses of study that are not surpassed by any business school in the country. Those who are interested in business education are invited to call and inspect the school, and its rooms are open to visitors at all times. About 1881, Mr. Barnes published Barnes' Shorthand Lessons, a text-book of the Benn Pitman Phonography. This book attracted the attention of educators all over the country, and was afterward revised and is now known as Barnes' Shorthand Manual. It is used in the Business High School of Washington, D. C., and Young Women's Christian Association of Boston, Massachusetts, and hundreds of first-class schools throughout the United States. This book was followed by Barnes' Complete Typewriting Instructor which has met with a large sale and is the standard work on this subject. In December, 1901, the Publication Department was incorporated and now occupies quarters in the Century Building, Ninth and Olive streets.

THE PAPER TRADE.

The invention of paper-making originated in China, as far as known about 200 years B. C., and was from there brought first to Arabia and Egypt, later on to the Moors of Northern Africa, who transferred the art to Spain. Italy, France, England and Germany followed in course of time, and the invention of the art of printing at the end of the fifteenth century gave an important impulse to paper-making. But it was not until the close of the eighteenth century that machinery was put in use by paper manufacturers, first of a rather primitive character, till improvements became the order of the day. A few of them were made in Great Britain and France, but their greatest number and the most important ones hail from Germany. If the consumption of paper forms a criterion of the culture and intelligence of a nation, the people of the United States can claim that distinction, the consumption per capita here being greater than that of any other country on the globe. This is no wonder when we consider the large number of newspapers and books published on this side of the Atlantic, the business and other correspondence carried on here, and the quantity of paper and pasteboard used for industrial purposes. The first machine-made paper was produced in America, in 1820, by the owner of a paper mill in Pennsylvania, and since that time the industry has developed in such a degree that there are now more than two hundred millions invested in the manufacture of paper, giving employment to about 150,000 hands, and that the yearly product has a value of nearly two hundred and fifty million dollars. The output consists in printing, writing and packing paper and pasteboard of every imaginable quality and size, from the finest printing and letter paper to boards for roofing and the building of houses. St. Louis is the center of supply for a very large territory, comprising most of the Western, Southern, and Southwestern States, with a fair export trade to Mexico, Central and South America.

GRAHAM PAPER COMPANY.

Bell Main 904, 905 947. Kinloch A131, 132.

The Graham Paper Company will in a few years complete the first half century of its existence, and is besides being the oldest house of its branch in this city, also the largest as to volume of trade, and the extensive territory covered by its sales. It may with all justification be considered the chief paper distributing firm for the Western, Middle, Southwestern and Southern States, and its export business comprises Canada, Mexico, South America and Australia. The fullest assortment in the different lines pertaining to the paper branch is always kept on hand and the stock at all times so large, that even the biggest orders can be filled without delay. Six adjoining buildings on Main between Pine and Olive street contain the offices, salesrooms and warehouses; aside from the stock depot occupying the six houses Nos. 1720 to 1730 North Main street, the firm has branch houses at Kansas City, Minneapolis, San Francisco and Portland, Oregon. A very large warehouse, occupying nearly half a block on North Sixth street in this city, serves for the reception, storage and shipment of rags and waste paper. Mr. B. B. Graham, the President of the Company, is one of the representative business men of our city, an expert in the paper branch, a man of broad and liberal views, the highest integrity and fairness in all his transactions. He is a director in the St. Louis Union Trust Company, Vice-President of the Mechanics National Bank, has been President of the Mercantile Library Association and the St. Louis University Club and is always ready to promote the interests of the city. He is ably assisted in the conduct of the firm's business by H. B. Graham, Vice-President, and J. P. Tirrill, Secretary.

GARNETT & ALLEN PAPER CO.

Bell Main 2132. Kinloch B810.

The Garnett and Allen Paper Company is one of the representative firms of the branch and stands side by side with its much older competitors. Mr. Allen was for many years connected

with the Graham Paper Co., Mr. Garnett has been identified with the paper trade in this city for twenty years, first as a prominent broker and agent for several Eastern paper mills, and Mr. Booth has also a thorough knowledge of the business. The great experience of these gentlemen, fair dealing, ample means and the fact that they represent a number of the best known paper mills in the country are the principal causes of the great success achieved by the firm within a comparatively short period. Its direct connection with these large mills enable it not only to keep an extensive stock permanently on hand, but to give its customers the most liberal conditions. The firm deals also quite extensively in waste paper. The office, salesroom and warehouse occupy the two large adjoining buildings, 210 and 212 Washington avenue. The three partners devote all their time and attention to their business duties, and find their well-deserved reward in the constant extension of their trade and the reputation they enjoy in commercial as well as social circles.

O. L. GARRISON, Pres. W. G. CHAPPELL, V.-Pres. W. L. CHAPPELL, Sec.

ST. LOUIS PAPER CO.
WHOLESALE PAPER DEALERS
N. E. Cor. Third and Vine Sts.
ST. LOUIS.

Bell Main 237.

Kinloch B811.

F. O. SAWYER PAPER CO.

Bell Main 943. Kinloch A180.

The identification of Mr. Frank O. Sawyer, the President of this company, with the paper trade of St. Louis dates back to 1859, the year in which he made our city his permanent home. New Hampshire is his native State, but his parents came to Cin-

cinnati during his early childhood and he received his education in the schools of that city and finished it at Woodward College. Mr. Sawyer's father was the first manufacturer of table oil cloth west of the Alleghanies. The son began his mercantile career in the grocery line, but identified himself immediately after his arrival here with the paper branch. The original firm of F. O. Sawyer & Co. was changed in 1889 to the F. O. Sawyer Paper Company, incorporated at that time under the laws of the State of Missouri. The first location on North Second street proved insufficient for the constantly growing trade and this caused a removal to the southwest corner of Third and Locust street, where a five story building had been erected expressly for their use. It was destroyed by fire some five years ago, whereupon the firm took possession of a likewise large building, Number 215 North Third street. The same contains at all times a very extensive stock of printing as well as writing paper and a full assortment of the various other products of some of the best paper mills in the country, whose output the firm controls. News and book paper form a specialty of the house and even the largest orders in both can be filled at the shortest notice. Building paper is another special feature of the firm and this department is managed by Mr. Frank K. Sawyer, the son of the president. Mr. F. O. Sawyer's experience in the paper trade, covering a period of more than forty years, ample means, strict business principles and fair dealing resulted in an uninterrupted success and gave the firm a far and wide reputation. The sales include, aside from a good local trade, a very large territory, especially Missouri, Illinois, the Southern and Southwestern States. F. O. Sawyer is the President and Treasurer; F. Pfisterer the Vice-President and R. F. X. Smith the Secretary of the company; they devote their time and activity to their business duties, give the fullest attention to the wants and wishes of their customers and are much esteemed in our commercial community.

BOOKSELLERS, STATIONERS, PRINTERS AND BOOKBINDERS, LITHOGRAPHERS AND ENGRAVERS.

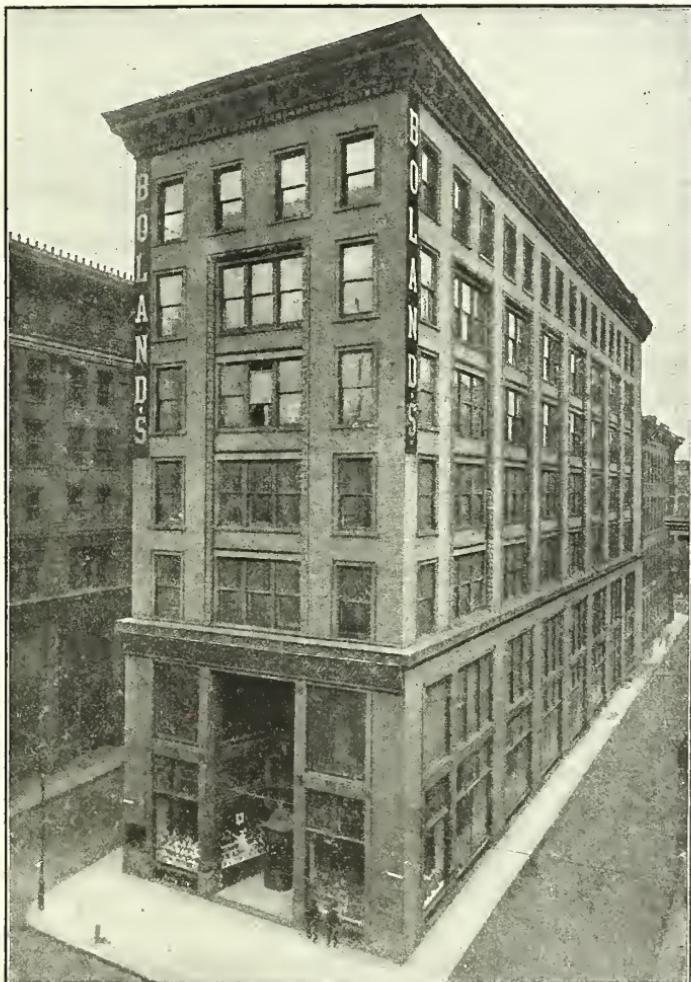
These branches form an important part of trade and industry in our midst; the local demand for books in olden times was rather insignificant and a solitary bookseller had monopoly till 1830, the number extended by and by and became quite large after 1850 but the "survival of the fittest," rule reduced them in course of time. The sale of books to city customers, keeping pace with the constant growth of the population, has since many years proved very satisfactory to the various firms and the outside trade, wholesale and retail, amounts to large sums per annum, the same may be said in reference to the manufacture and sale of stationery, especially blank books, with which St. Louis houses supply many of the Western, Southern and Southwestern States. We have an abundance of printing establishments some of which do a great deal of book work, and a few large binderies, whose workmanship is of unsurpassed quality. St. Louis has several publishing houses with extensive plants employing many hundreds of hands and producing unexcelled work. The lithographing and engraving branch is represented by a few large and numerous small concerns, but we refer exclusively to the prominent firms.

JOHN L. BOLAND BOOK AND STATIONERY CO.

Bell Main 634. Kinloch A903.

This firm may, by right, be considered the foremost representative of the wholesale and retail book trade, not only in St. Louis, but in the whole West, and is far and wide known in every part of the United States. The origin of the business, now and since 1888 conducted under the above name, dates back to 1840, when Amos H. Schultz & Co. opened a store on Main street. This firm existed till 1860, in which year Cantwell & Shorb became its successors, who in turn were followed (1873) by Shorb and Boland. In 1885 Mr. John L. Boland purchased the interest of his partner and continued the business during the next three

years under his own name, after which the present company was organized with John L. Boland as President; John R. Thomas, First Vice-President and Treasurer; Joseph M. Boland, Second



Vice-President, and L. R. Burgess, Secretary. Messrs. John L. Boland, Joseph M. Boland, John A. Thomas, Samuel R. Burgess and Theophil Herzog form the Board of Directors. The firm
25K

was first located at 504 N. Main street, occupied later on and for many years a double house on Washington avenue opposite the Lindell Hotel, but even these proved inadequate for the constantly growing business, so that much larger quarters became necessary. When the Hitchcock Building, which covers the entire block between Fourth, Vine, St. Charles and Third street, was in course of erection the company secured a lease, and is now in possession of this magnificent structure, situated on one of the principal business thoroughfares, affording ample room and well adapted for the extensive trade transacted therein. The premises contain probably the largest stock of books and stationery in the whole country; the standard works of American and European authors, the modern publications of both continents in every branch of literature are always kept on hand in sufficient quantities to enable the filling of the largest order without delay, and the retail department is permanently provided with the fullest assortment making selections easy and free of all embarrassment. The stationery department comprises everything pertaining to that line through direct connections with the largest and best known manufacturers and the stock in these articles is at all times a very complete one. The hundred and fifty employees of the house include an appropriate number of traveling representatives and its sales go in all directions. The John L. Boland Book and Stationery Co. enjoys a well merited reputation, based upon fair dealing, attentive service and the acknowledged high character and standing of those who manage its affairs; Mr. John L. Boland devotes all his time and labor to the supervision of this extensive establishment and the same may be said of his associates and assistants. He hails from Bolington, Landown County, Virginia, is a true type of the Old Dominion gentleman, upright and urbane, affable and sincere, a man of noble impulse and sterling worth. He interrupted his studies when quite young to join the Confederate army, served until the end of the war and came in 1866 to St. Louis, where he resided ever since and where he has won for himself the esteem and warm friendship of the best of his fellow-citizens.

B. HERDER.

Bell Main 3763m.

This firm has the great distinction to be the only one spoken of in this volume whose foundation dates back a full century. It was in 1801 that the publishing house of B. Herder in Freiburg in Baden was established. The beginning, like in all such cases, was a rather modest one, and the first period of its existence, which included the Napoleonic wars, was certainly not a favorable time for the young enterprise, but energy and perseverance, diligence and integrity soon resulted in an unprecedented success. The firm stands since more than fifty years, if not longer, in the front rank of Catholic publishing houses and is not surpassed by any in this particular branch. The mother house in Freiburg became in course of time unable to handle its constantly growing business from this one point, and the establishing of branch houses was found necessary. The first of these was opened in 1866 in Strassburg (Alsace) and was followed by those in Munich and St. Louis — both established in 1873 — and to these was added the Vienna house in 1886. The establishment in Freiburg is actually a little world in itself, comprising the various departments through whose co-operation books are produced and placed on the market. Its publications cover the entire field of Catholic literature, including the works of many celebrated authors. Mr. Joseph Gummersbach, who stands at the head of the St. Louis house, opened it in the year named, possessing a thorough knowledge of all the details in his line when he left the home office as its future representative in the United States. How well he succeeded in the fulfillment of this duty, is best proven by the fact that the establishment under his direction is the largest of its kind outside of New York. It supplies not only the West, South and Southwest but also many of the Middle and Eastern States and keeps constantly a complete assortment of Catholic books in the different languages on hand. The firm deals, aside from this, in church goods, church regalia, ornaments, etc., of every description and executes special orders with the greatest care and promptness. The business had its beginning

in 19 South Broadway in the Temple Building. After a few years a store on Walnut street was added, but the ever-increasing business demanded more store-room. Mr. Gummersbach bought in 1881 the four story building, 17 South Broadway, where eighteen employees attend to their various duties. Mr. Gummersbach, the resident partner of the firm and its manager, supervises and conducts the affairs of the house with untiring activity, devoting all his time and great ability to them, is always found at his post, a man of remarkable business tact and most affable in his intercourse with everybody, an excellent citizen and highly esteemed by all who know him.

E. T. JETT BOOK & NEWS CO.
STATIONERS,
NEWSDEALERS,
BOOKSELLERS.

806 OLIVE STREET, ST. LOUIS.

Kinloch A686.

PHILIP ROEDER.

Kinloch A26.

The book trade of St. Louis is naturally very large, but we have, strange as it may appear, only a few prominent firms in this branch. One of these is that of Philip Roeder, who gained a thorough knowledge of the business during his long connection with Willie H. Gray, the well-known bookseller of former years. Mr. Roeder's first book store, established in 1878, was located on the south side of Olive, between Third and Fourth streets. The nearness of the old post office where thousands of people congregate every day, gave this location particular advantages, so that larger quarters soon became necessary. Luck would have it

that the double store on the southeast corner of Fourth and Olive street, where now the Rialto building stands, became vacant and Mr. Roeder made good use of this opportunity; it was here where his business expanded in a remarkable way, but the erection of the Rialto building caused his removal to 307 North Fourth street in 1890. Here he remained for twelve years until 1902, when he resolved to move further west. His new quarters are at 616 Locust street, where the first and second floors are occupied by him, affording ample room for the very large stock of books and stationery, the great variety of newspapers and magazines always kept on hand. A full assortment of the standard works as well as of modern literature, including the leading English and American authors and translations from the French and German, give his patrons an almost unlimited opportunity to make their selections. Orders for anything not on hand are promptly executed. Commercial and family stationery in every desired style constitute a special feature of the firm. Mr. Roeder gives his personal attention to all the details of his business, is at his post from morning till evening and untiring in his efforts to accommodate and please his customers who are also waited on by his able and polite assistants. His industry and close devotion to business has resulted in a well deserved prosperity; the present large business has developed from a very small beginning and he can therefore point to it with justified pride. He came to this country when in his childhood, has lived in St. Louis for more than forty-seven years, has a large circle of friends and is well liked by all who know him.

L. VOLKENING & SONS BOOK AND STATIONERY CO.

Kinloch B225.

This firm can look back over an existence of forty-four years, having been established in 1858 by Mr. Louis Volkening, and ever since conducted by him until his sons became his able assistants. An old City Directory tells us that Mr. Volkening's store was first on the east side of Fifth, two doors north of Walnut street, and that he kept books, stationery, wall paper and window shades; in 1865 he removed to the corner of Fourth street and

Franklin avenue, where the book and stationery business became so extensive that wall paper, window shades, etc., were done away with. The continued growth of trade made larger quarters necessary, and they were secured by a removal to the block further west, namely, to 517 Franklin avenue, a three-story building, now entirely used by the firm. The lower floor contains the salesrooms and office, the upper stories serve as warerooms for their extensive stock of books and stationery. The book department of the house comprises a full assortment in all branches of literature for the general public, the student and professional man, and a complete stock of commercial and family stationery, and aside from that a large variety of toys. The lithographing and printing establishment, conducted by the Volkennings, is located on Seventh and Howard streets, and furnishes first-class work. The incorporation under the present firm name took place in 1900 with the following owners and partners: Louis Volkening, E. Volkening, R. Volkening, C. Volkening, F. Volkening and H. Volkening. Mr. Louis Volkening, a native of Hille near Minden (Prussia), had made St. Louis his home since 1854 and belongs to that class of citizens and business men, who are respected and esteemed for their integrity and strict principles, which qualities are shared by his sons. He is the President of the company, E. Volkening the Vice-President and Treasurer, and Chas. Volkening, Secretary. The firm has an extensive local and outside trade principally in the Western States and is well known for its reliability and promptness.

C. WITTER.

This firm was originally devoted to the selling and publishing of German and French books as a specialty but deals for many years in English works as well. Witter's Book store was and still is a household word among our German population, it being one of the oldest firms of this branch in the city. It was established in 1850 by Mr. Conrad Witter who had left his native country on account of his participation in the revolutionary movements of 1848 and 1849 but who returned to Germany during the first half of the sixties, making his nephews Hugo and Ludwig Witter his successors. The former had come here in 1856, the lat-

ter in 1862; they conducted the business till 1866 in which year Mr. Ludwig Witter disposed of his interest to Mr. Anton Witter, who in the meantime had arrived in St. Louis. The partnership of the two brothers Hugo and Anton was severed by the death of the latter in 1894. The firm was for twenty-two years on Second and Walnut, during a quarter of a century on the west side of Fourth between Market and Walnut streets, and is now on the corresponding block of South Broadway No. 19, a very desirable locality on this great thoroughfare. A full assortment of the standard works and new publication in English, French and German, is constantly kept on hand, books of science, classic works, dictionaries in the different languages and the importation of magazines and periodicals are a specialty of the firm and anything not in stock, domestic or foreign, is promptly furnished. Blank books and stationery form an important feature of the firm's trade and everything in this line, wholesale and retail, is sold at most liberal prices. The house is known for its fairness and solidity, the great attention shown to customers and the careful execution of all orders entrusted to the same. Mr. Hugo Witter is now assisted by his sons, Mr. Wm. A. Witter and Mr. R. C. Witter; they enjoy the confidence of their patrons and the esteem of a large circle of friends.

THE ST. LOUIS NEWS COMPANY,
1008 and 1010 Locust Street,
WHOLESALE
BOOKSELLERS, STATIONERS AND
NEWSDEALERS.

A Full Line of Stationery for the Drug Trade.

Price List and all Information Cheerfully Given.

G. W. FLERSHEIM, MANAGER.

Bell Main 1168a.

Kinloch C676.

GEO. A. ZELLER.

From a niche five by eight feet with a few wooden boards for shelves to a commodious well-appointed store on one of our principal thoroughfares is a big jump, and Mr. George A. Zeller is the man who made it thirty years ago, when he closed the little niche on the west side of Fourth near Market street, where he had sold newspapers and periodicals during a couple of years and opened the handsome bookstore at number 18 South Fourth street where he has remained ever since. He always keeps a well selected stock of modern literature on hand, all magazines, periodicals and a large number of newspapers, a complete assortment of stationery, albums, pictures, etc., and fills orders for anything in his line with the greatest promptness. He makes aside from all this, the publication of certain works a specialty of his business, and one of these books, "Stromberg's guide for Steam Users" is very popular for engineers and firemen. Mr. Zeller is a native of Germany, came to this country when very young and made St. Louis his permanent home; he is a courteous, exceedingly polite gentleman, attentive to his customers, strict and honest in all his dealings, and well liked by all who come in contact with him. His store is a model of neatness and his show window contains at all times something new and attractive for old and young people.

GEO. D. BARNARD & CO.

Bell Lindell 851. Kinloch C1492.

The manufacture of blank books in the Western States had a rather primitive character until 1872, which year can be considered the commencement of a new era in this industrial branch. Up to that time large quantities of blank books used to be sold by Eastern houses to dealers in the Middle and Western States, and it was a common belief, that these goods were of a better quality than those made in Chicago, Cincinnati and St. Louis, in which latter city two or three firms combined blank book manufacturing on a small scale with the stationery business. It is in striking

contrast with that period, that we have now and since many years the largest blank book manufacturing establishment in the world right in our midst. It was founded thirty years ago by Geo. W. Van Beck, Geo. D. Barnard and John S. Tinsley, who formed a copartnership under the name of Van Beck, Barnard and Tinsley. Mr. Barnard became the successor of this firm in 1877, since which year Geo. D. Barnard & Co. have come to the front in their particular line. The incorporation took place in 1885, the style of the firm remaining unchanged and the board of directors consists of Messrs. Geo. D. Barnard, W. K. Richards, E. T. Ustick, Floyd Shock and Geo. J. McGrew, with Mr. Barnard as President, Mr. Ustick, Secretary, and Mr. Richards, Treasurer. They were first located on Main and Vine streets and then for a long time on Washington avenue and Eleventh street, but the constant growth of business made much larger quarters necessary and this led to the erection of one of the largest factory buildings in the city at Vandeventer and Laclede avenues, covering several acres of ground. Here are united under one roof the offices, sample and salesrooms, warehouse and workshops, the latter being fully equipped with the most approved machinery of newest construction and all modern facilities. Not less than two hundred and fifty employees are busy from morning till evening in the various departments, which comprise printing, lithographing, the manufacture of all kinds of stationery and all sorts of blank books including those used by city, town and county officials, railroad companies, banks, etc. Mr. Geo. D. Barnard was born in 1846, is a native of Massachusetts, left home when only fourteen years of age; following Horace Greeley's advice he went west, first to Chicago where he became an apprentice in a printing establishment, from which humble position he in course of time reached the prominent place of being at the head of one of the most extensive industrial establishments in the United States. Coming to St. Louis in 1868, he made this city his permanent home and numbers among our most respected business men. He and his associates devote their energy, experience and untiring activity to the sagacious conduct of their great enterprise. Based upon progressive ideas and liberal views, the remarkable success of it is highly deserved.

SKINNER-KENNEDY STATIONERY CO.

Bell Main 2823, 2829. Kinloch A622.

The Skinner and Kennedy Stationery Company is one of the younger mercantile and manufacturing houses of our city, but the gentlemen composing the firm possess the experience of many years of active service in the stationery and printing branch, and are therefore well adapted to conduct such a business. The firm was established July 1st, 1900, by Mr. A. B. Skinner, **Mr. W. J. Kennedy** and Mr. Warren Skinner and incorporated at the same time under the laws of the State of Missouri with A. B. Skinner as President, Mr. W. J. Kennedy, Vice-President, and Warren Skinner, Secretary. They make commercial printing a specialty, and have gained an enviable reputation in this particular line; they also carry a complete stock of commercial and legal stationery and a full assortment of every kind of counting room and office supplies. The three proprietors, active and energetic business men, give close attention to all the details of their constantly increasing trade, and this being exclusively local the greatest care is taken to give the fullest satisfaction to all their patrons. The entire building, No. 410 North Fourth street, is used by the company for office, salesroom and warehouse purposes; it also contains the large printing establishment whose carefully executed work speaks for itself. There are sixty persons employed in the various departments under the supervision of able and experienced superintendent and foremen, and nothing is left undone to deserve the remarkable success which the firm has won in so short a time.

WOODWARD & TIERNAN PRINTING CO.

Bell Park 700. Kinloch B 2101, 2102.

The Woodward & Tiernan Printing Company has one of the largest establishments of its kind in the United States, and is known far and wide all over the country. It was a rather modest beginning when Mr. Wm. H. Woodward, himself a practical printer, purchased in 1864 the small job printing office of

Geo. H. Hanson on North Main street. Within four years larger quarters became necessary and the removal to the north-east corner of Third and Pine streets took place and at the same time a copartnership was formed by Mr. Woodward and Mr. James Tiernan, a most powerful team — to use a popular phrase — which soon overcame all opposition, placing the firm of Woodward & Tiernan in the front rank as printers, binders and blank book manufacturers. In 1872 Mr. W. B. Hale became a partner in the firm, which changed to Woodward, Tiernan & Hale, but the latter withdrew in 1882, whereupon the two original partners continued under the former name of Woodward & Tiernan until 1886 when Mr. Tiernan died and his interest in the business was purchased by the surviving partner, who soon after organized a stock company, incorporated as the Woodward & Tiernan Printing Company. For fifteen years, namely, from 1872 to 1887, the business was carried on at Locust and Second street, but even this large building proved inadequate in course of time and this caused the removal to the present location, on Third, between Olive and Locust, in the last named year. The constant growth of business necessitated additional accommodations from time to time and the establishment comprises now nine buildings with a floor space of nearly 200,000 square feet. A little world of its own is concentrated in these buildings, containing the various departments for type-setting, electrotyping, printing, binding and manufacturing of blank books and the sale of every kind of stationery. Everything emanating from this vast establishment excels in material and workmanship and whatever comes from its printing presses is unsurpassed in execution and taste. Over six hundred employees constitute the working force, each department having its own superintendent and foreman. The officers of the Company are: Wm. H. Woodward, who exercises a general supervision over all affairs, is the President and Treasurer; J. H. Hawes is Vice-President; R. Buchanan, Secretary; Walter B. Woodward and Edgar B. Woodward, sons of the President, occupy the position of Business Manager and Superintendent respectively. The phenomenal development and success of the firm is the direct and well-deserved result of untiring activity and energy, close atten-

tion to even the smallest details, strict business principles and fair dealing; and not only the founder of this establishment can with justified pride look upon his achievements, but all St. Louisans can point with satisfaction to the Woodward & Tiernan Printing Company, as one of the greatest industrial concerns of the country.

JOS. H. SCHWEICH,
COMMERCIAL PRINTER,
116 Olive St., ST. LOUIS,

Bell Main 72a.

Kinloch A142.

NIXON-JONES PRINTING CO.

Bell Main 297a. Kinloch A149.

The Nixon-Jones Printing Company, incorporated in 1882, is the successor of G. I. Jones & Co., which latter firm had consisted of Frank Nixon and G. I. Jones. The first officers of the company were F. O. Wellman, President, and Geo. M. Bartlett, Secretary and Treasurer, which position he still holds. The firm devotes itself principally to book work, which on account of its superior quality has gained an enviable reputation all over the United States, and the imprint of this company may be seen on a large part of the high grade work done in St. Louis during the last twenty years. While law book work has been a specialty miscellaneous books of all kinds, catalogues and fine newspaper and magazine work also come from the presses of this establishment. School and college catalogues from all over the West and South are generally printed by them and the firm has also done satisfactory work for the great publishing houses of Boston and San Francisco. Particular attention is given to briefs — even such

of one hundred or more pages are printed and delivered within ten hours after receiving copy and they can with all justification claim to be the best equipped and largest law printing house in the West. All orders entrusted to the Nixon-Jones Printing Company is universally executed with the greatest care by an efficient corps of compositors under the supervision of able and experienced superintendents and foremen and it is the constant aim of the owners to give their patrons the fullest satisfaction. Secretary Bartlett, Manager Kline and Superintendent Gotshall are always ready to give estimates and desired information. The well-known establishment occupies the entire building No. 215 Pine street in the immediate neighborhood of the Merchants Exchange.

BECKTOLD PRINTING AND BOOK MANUFACTURING COMPANY.

Bell Main 36a. Kinloch B1001.

St. Louis has a world-wide reputation for its publishing, printing, binding and blank book manufacturing establishments, and one of them is especially celebrated for the superior quality of whatever comes from its workshops. The firm to which we refer, the Becktold Printing and Book Manufacturing Company originated in 1874, more than a quarter of a century ago; it was a rather modest beginning when Wm. B. Becktold, H. W. Brand and C. R. Barnes formed a copartnership in the year just named, but the establishment commenced soon to extend and developed within a comparatively short period in an unprecedented way, and to dimensions which make it one of the largest concerns of its kind in the United States. They were first located at 215 Pine street, but occupy since 1880 the building on the south side of the same street, including the numbers from 200 to 212. This magnificent plant comprises a printing establishment, a book bindery and a blank book manufactory, all of which are equipped with the most approved modern machinery and all facilities known in these industrial branches. Three hundred employees are constantly at work in the various departments under efficient superintendents and foremen and it is the aim of the company to produce unexceptionally good

work and to give their patrons the fullest satisfaction as to quality, price and promptness in the execution of all orders entrusted to them. The ownership changed in course of time and the present corporation was organized in 1896 with Wm. B. Becktold, Andrew Wunsch, and Louis Becktold as incorporators; the death of Mr. Wunsch caused another change and Messrs. Wm. B. and Louis Becktold are now the proprietors, the former being the President and Treasurer, the latter Secretary of the company. Both devote all their time, ability, and energy to the management and general supervision of the company's business, whose continued growth is the well-deserved result of their adherence to strictness, reliability, and fairness in all their transactions. Mr. Wm. B. Becktold is interested in various important enterprises and always ready to participate in every movement for the good and welfare of the community and the promotion of industry and commerce. The company is well known all over the United States, as their work goes to every part of the Union and is everywhere deservedly appreciated.

COMPTON AND SONS LITHOGRAPHING AND PRINTING COMPANY.

Bell Main 1404A.

This firm was established in 1872 by Mr. Richard J. Compton, a native of Buffalo, N. Y., who came here as early as 1853 and who soon became famous as an engraver. Several years later he formed a copartnership with Mr. Thomas Doan, under the firm of Compton & Doan, Music Publishers, and after the dissolution of this firm he became the President of the Democrat Lithographing Company. The Compton & Sons Lithographing Company was incorporated in 1872 and gained within a very short time an enviable reputation for the excellence of its work; from its presses emanated in course of time the most artistic products of the lithographers and engravers art, justly celebrated for the originality and beauty of design and execution. Of the numerous products issued by this firm we will mention only the superb invitations for the annual Veiled Prophets Ball and the History of the Boatmen's Bank published on the occasion of the fiftieth anniversary of that

institution, the tasteful calendars of the American Wine Company, which, like many other articles, have won general admiration. Mr. R. J. Compton directed the affairs of the company for twenty-seven years, up to the very time of his death, which occurred on May 20th, 1899; he was one of the best known men in the city, highly esteemed in business and social circles, was one of the founders of the Mercantile Club, a member of the Merchants Exchange, also of various commercial and fraternal organizations and took at all times a very active part in public affairs. The three oldest of his four sons had for many years been their father's partners and connected with the establishment almost from boyhood after receiving an excellent education. They possess a thorough knowledge of all the details in the lithographing, engraving and printing branches and are their father's worthy successors, faithful to their various duties and giving all their time and attention to the careful execution of all orders. The products of the establishment consist in all kinds of work pertaining to the branch, such in colors being a specialty for which the firm has earned an enviable reputation in all the Western and Southwestern States. The establishment occupies the entire building number 212 Locust street, is equipped with the best machinery and all modern appliances for the turning out of unsurpassed work. Mr. P. C. Compton is the President, Mr. C. B. Compton Vice-President, and Mr. R. J. Compton, Junior, is Secretary of the company; all three are favorably known in the mercantile community, have a host of friends and are well liked for the affable manners and other attainments inherited from their estimable ancestor.

AUG: GAST BANK NOTE AND LITHOGRAPHING CO.

Bell Main 2137m. Kinloch C973.

It is but natural that this country with its immense trade and commerce forms the greatest field for the lithographers' and engravers' art and that millions of dollars are yearly expended for the products of this industrial branch. And it is just as natural that the competition therein creates a permanent striving for the highest achievements, so that the doctrine of "the surviv-

ing of the fittest " is truly applicable to the firms engaged in this line of business. It must therefore be a source of pride for our city that the greatest and best known lithographing and engraving establishment in the United States is located in our midst. The August Gast Bank Note and Lithographing Co. stands without a rival in regard to the superiority, accuracy and beauty of all its productions. The firm's beginning was on a very small scale, but it grew continually till it reached the top of the ladder. The brothers Leopold and August Gast came to St. Louis in 1852 ; they had learned their art in their native country, brought a single lithographing press with them and opened a very modest shop with an equally modest outfit. They met with success and could soon occupy larger quarters ; their business kept pace with the growth of the city and placed its competitors within a few years more or less in the background. Mr. L. J. W. Wall, who had in 1876 been admitted into the partnership by Mr. August Gast (the withdrawal of Mr. Leopold Gast had taken place many years before) was especially successful in surrounding himself with the best designers, engravers and lithographers whose artistic work contributes just as much to the widespread fame of the establishment as the unexceptional fair business methods of the firm. He became the President of the company after the retirement of Mr. August Gast in 1885, and the uninterrupted growth and extension of the establishment since then is greatly due to his untiring zeal and energy, assisted by Mr. W. W. Ramsay, the Secretary, and a large number of foremen, many of whom have been with the house for more than twenty years. The erection of the large building on the southeast corner of Morgan and Twenty-first street, occupied since 1889, secure to it not only a very desirable location, but at the same time the best possible facilities for the execution of work in all the different departments. They are equipped with the most modern presses, the most approved machinery and the latest improvements. Here every kind and style of engraving, in stone or steel — from the smallest label to the largest show-card ; from a visiting card to a bond with ever so many coupons ; from a monogram on ladies' note paper to all sorts of commercial and legal blanks. Not less

than two hundred and fifty employees are necessary to execute the orders received from all parts of the West, Southwest and Middle States; the Eastern States being served by a branch establishment in New York. Mr. Wall is one of the most prominent citizens of St. Louis, a member of the Manufacturers and other Clubs; one of the founders and a director of the Jefferson Bank and interested in several important enterprises; in spite of his manifold business duties he devotes much time and labor to the welfare of the community, which he has served in different capacities, and since the organization of the Good Government Club of which he was especially instrumental, he occupies the President's chair of the society, as he believes every citizen and especially business man should take an interest in matters concerning the welfare of the city in which they live.

SCHARR BROTHERS ENGRAVING CO.

Bell Main 576a. Kinloch C864.

The manufacture and sale of society stationery is since many years an important branch of trade, and the demand for tasteful and artistic work by the fashionable world is constantly on the increase. There is only one strictly society stationery house in St. Louis and that is the Scharr Brothers Engraving Company, whose establishment at 1405 Olive street may by right be called the rendezvous place of the bon-ton of our city. The assortment found there comprises every article of society stationery and of the finest quality, the best of American and European, especially English origin, and of the newest and most modern designs. The engraving department of the firm is justly celebrated for the superiority and beauty of everything emanating from it, from the simple visiting card to the elaborate betrothal announcement, wedding and other invitations, all unsurpassed in style and execution. The firm is one of the oldest in its line, having been established as early as 1854 by Mr. John Scharr, for many years located on Fourth, between Pine and Olive streets. The death of Mr. John Scharr occurred in 1896, since which time the business is conducted by his oldest son, Mr. Gustav F. Scharr, who has succeeded in adding new patrons to the innum-
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erable old ones, which for years and years have been and still are permanent customers of the establishment, which is known for the prompt and careful attention given to all orders. The firm was incorporated in 1891 under the above name by John Scharr, John Scharr, Jr., and Gustavus F. Scharr. The present officers are: Gustavus F. Scharr, President; Walter C. Scharr, Vice-President and M. A. Schueler, Secretary and Treasurer.

STEINER ENGRAVING & BADGE CO.

Bell Main 2523. Kinloch B1429.

Whatever emanates from the Steiner Engraving & Badge Company excels in artistic design, taste and skillful execution of work and is unsurpassed in general. The firm stands at the head of all similar establishments and its products comprise badges and buttons for societies, clubs, secret orders, conventions, political and other organizations, stencils, seals, steel, brass, and rubber stamps, also bookbinders' and box printing dies, metal checks, etc. All the articles manufactured by the company are of superior quality and aside from a very extensive local trade large orders for them especially for badges are constantly received from all parts of the Union. It is the aim and pride of the company, to give their patrons the fullest satisfaction as to material, workmanship, and price, no matter how large or small the order may be. The business was established in 1879 by J. J. Linek and Co. who conducted it until 1885, when Messrs. Trebus and Steiner became the owners. The present firm was incorporated in 1899 by the following proprietors: Chas. W. Steiner, President and Treasurer; Chas. J. Kircher, Vice-President; Harry B. Higley, Secretary, and Geo. H. Kuntz, Superintendent. All the partners, natives of St. Louis, became identified with the establishment when very young, grew up with it and made it what it is now. Their great and well deserved success being the result of long practical experience and thorough knowledge in their particular branch of industry, combined with able management and fair dealing. The business was located for many years at 210 Chestnut street, but the firm occupies since 1896 the entire building No. 11 North Eighth street, the lower

floor of which contains the office and salesrooms, where a full assortment of the various articles is always to be found; the upper stories serve as workshops and are equipped with the most modern machinery and best implements.

PUBLISHING FIRMS.

CONCORDIA PUBLISHING HOUSE.

Kinloch C1053.

The greatest Evangelical Lutheran publishing establishment in the United States is located in St. Louis, unsurpassed by any other in size, equipment and the superiority of all work emanating from it, as shown by the fact that its exhibit at the Pan-American Exposition at Buffalo (1901) was awarded a silver medal. Its official position is best signified as the book concern of the Evangelical Lutheran Synod of Missouri, which comprises all the Western and some of the Middle States. Up to 1869 the books used in church and school were published by private firms, under contract with the Synod, but in that year the founding of a synodal printing establishment was resolved upon, and this plan was carried out without delay. The imposing structure at the corner of Jefferson avenue and Miami street, reaching to Indiana avenue, dedicated to its purpose in 1872, and enlarged from time to time, contains the printing establishment, publication office and book depot of the Synod, from which all the congregations belonging to the latter are supplied. There are under the one roof united the type-setters, electrotypers, engine and press-rooms, the bindery, the packing, mailing and shipping department, storage-room, a book store for the local trade, editorial and business offices—all provided with the most modern and practical equipment. Aside from books a great number of periodicals are regularly published, foremost among them their "*Lutheraner*," a semi-monthly family paper, several theological papers, magazines for children and young people, to which in later years a number of English publications of like character have been added. A supervisory board with Pastor C. Janzow as chair-

man stands at the head of the corporation and the management lies in the hands of Mr. Martin S. Tirmenstein, who holds this responsible position since 1892, in which year he was appointed General Manager. He performs his duties with a sagacity, ability and circumspection of which much older men might justly be proud, he being at present only forty-two years of age. Mr. Tirmenstein is a native of St. Louis where his grandfather, Martin Tirmenstein settled in 1839 as one of the first Lutheran emigrants from Saxony. The grandson received an excellent education and was well prepared for the vocation he chose, in mercantile pursuits; he first entered the banking house of Consul Robert Barth, worked several years as a clerk with Gray, Backer & Co., booksellers and stationers, and became, 1891, the assistant manager of the Concordia Publishing House. The promotion, which soon followed, was well deserved; he gives his undivided attention and untiring labor to the fulfillment of his duties, possesses remarkable business tact and the most affable manners, qualities that have won him the esteem of all that come in business and social contact with him.

LOUIS LANGE PUBLISHING CO.

Kinloch C298.

The development of a literary enterprise from a small beginning to large dimensions is by no means a rare occurrence, but the results of the late Mr. Louis Lange, the founder of the publishing business from which the above company emanated, were of such a remarkable success that it stands almost without comparison. It was in 1863 when Mr. Lange acquired "*Die Abendschule*," then a monthly, but now, and since many years, a weekly and semi-monthly illustrated journal, whose circulation at that time did not reach over 500 subscribers. The new owner was a practical printer, having learned his trade in the composing rooms of the *New York Staats-Zeitung*, but he combined with this profession a good deal of editorial ability and business capacity, energy and perseverance, and it did not take long until the paper became a very interesting and valuable addition to the German periodicals of this country, among which it now stands in the front rank.

The list of subscribers grew from year to year, and this enabled the proprietor in course of time to erect a printing establishment of a very large size and modern equipment on Texas avenue, corner Miami street, one of the most eligible parts of the city. Mr. Louis Lange, Sr., died in 1893, but had withdrawn from the active management some time previous, leaving the entire business in the hands of his sons, Theodore and Ernest Lange, who in 1892 had the Louis Lange Publishing Company incorporated under the laws of Missouri. They were their father's worthy successors, conscientious, upright, active and full of enterprise, devoting their time and labor to their duties; they surrounded themselves with a corps of able writers, left nothing undone to improve the character and contents of the publication and had the satisfaction that the "Abendschule" is now distributed in 42,000 copies. To this German magazine they added in 1894 an English semi-monthly, the *Illustrated Home Journal*, which is just as carefully edited and sent out to over 17,000 subscribers. Both publications have readers all over the United States, in Canada, Germany and Australia. They are scrupulously free from politics and contain unexceptional choice and interesting family reading. Aside from these a number of very interesting works (in German) have been issued by the firm, among them: The Civil War, The Revolutionary War, The Life of Bismarck, many books for young people, Books of Fiction, Collections of Poetry, etc. The company has for its officers, Mr. Theodore Lange and Mr. Ernest Lange. The first named is President and Treasurer, his brother the Secretary, and they fully deserve the envious successes which they have achieved. They are known for their strict business principles and enjoy the esteem of a large circle of friends. The establishment gives constant employment to from forty to fifty hands, is a model of neatness and practical arrangements in all its details and visitors are always welcome on the premises.

ADVERTISING AGENCIES.

H. W. KASTOR & SONS ADVERTISING CO.

Bell Main 21. Kinloch B418.

Twelve well-appointed rooms on the fourth floor of the Pozzoni Building, northeast corner Ninth and Chestnut streets, are occupied by the H. W. Kastor & Sons Advertising Company, one of the largest firms in this particular branch in the United States and undoubtedly the largest in the West. The unparalleled success of this company is all the more remarkable, as it has been achieved within a comparatively short period, only seven years having elapsed since Mr. H. W. Kastor exchanged the editor's and publisher's vocation with his present one. He had for nearly thirty years been the editor and proprietor of a daily paper in St. Joseph and well known in Missouri and our neighboring States, and when he entered the advertising branch, he brought with him a thorough knowledge and long experience to the new field of his activity. Successful advertising may be classified as a science and one of the higher arts; it requires excellent judgment and circumspection, not only how, but especially where and when to advertise, so as to make it the most profitable to the advertiser, or, in other words, to bring him the best results for the money so invested. It is the particular pride of the Kastor & Sons Advertising Company, that their patrons have always appreciated their services, that their number has grown from year to year and that they have some of the most extensive advertisers in the country, who formerly dealt with other firms, on their list—a fact which speaks volumes for the Kastors. They form a rather close corporation and a very unique one at that, it being constituted by H. W. Kastor, the father and his seven sons, a constellation, which very likely has no duplicate in the whole world. The establishment is divided in eight specific departments: H. W. Kastor manages the finances, B. H. Kastor has charge of the printing department from which the often admired, tasty and artistic advertisements sent out by the firm emanate; Louis

stands at the head of the rate division, E. H. has won fame as an advertisement and circular writer; R. H. is the originator of many successful schemes, especially for mail order houses; W. B. is in charge of the soliciting department and can point to admirable results in his line; Arthur G. and Fred W. supervise the checking and file divisions respectively. The enviable achievements of the company are the direct result of the harmonious co-operation of these various departments and their heads, but not less the result of the strict business principles, reliability and promptness, with which all transactions are invariably conducted by Mr. Kastor and his seven sons.

STEWART SCOTT PRESSROOM CO.

Bell 731a. Kinloch A399.

Good presswork forms an important part of every kind of publication; the daily or weekly paper, the monthly or quarterly magazine, the largest or smallest book becomes more acceptable if well printed, and loses in value if this qualification is missing. We have in our midst an establishment for the execution of general presswork which stands unexcelled and unsurpassed by any other firm here or elsewhere. The Stewart Scott Pressroom Company is located on the southwest corner of Third and Locust street and fully equipped with the best and newest machinery and modern appliances, each of the numerous presses having its own separate electric motor as moving power. The business was originally founded in 1881 by Mr. Stewart Scott, who in 1886 formed a copartnership with Mr. J. P. Richarz under the firm name of Scott & Richarz, which after the withdrawal of the latter (in 1898) was succeeded by the Stewart Scott Pressroom Company, incorporated by Stewart Scott, S. D. Scott and Chas. P. Noel with Stewart Scott as President and Treasurer, and Chas. P. Noel as Vice-President and Secretary. The first location at 318 Chestnut street proved too small in course of time and this caused a removal to 110 South Ninth, but still larger quarters became necessary and this resulted in the transfer to the present fire-proof place, in which sixty hands are constantly employed. The superior presswork emanating from the establishment won for

the firm a permanent and steadily growing patronage; the firm abstains from catering to low prices, but secures and holds its customers by meritorious work. Mr. Stewart Scott hails from Edinburgh, left Scotland in 1868 and came directly to St. Louis, making this city his home ever since. He is himself a practical printer, an expert in his trade and exercises a personal supervision of the establishment.

THALMANN PRINTING INK CO.

Bell Main 2131. Kinloch A174.

The quality of the ink with which newspapers, periodicals, books, engravings, etc., are printed enhances or diminishes their value in a great measure, and it is but natural that in our days, when the printers' and engravers' art has reached such a high degree of perfection, the demand for the best kind of ink is a general one. To respond to this demand is the constant aim of the Thalmann Printing Ink Co., established in 1869 by B. Thalmann at 2115 to 2121 Singleton street, where the factory has remained ever since. The articles manufactured by the firm are printing and lithographic ink of all colors, copper and steel plate ink, printers' varnishes and plate oils. Experienced workmen and the most approved machinery, together with only the best material and utmost carefulness, produce these various articles, which have won for the firm an enviable reputation and well-deserved success. It was incorporated in 1893 by B. Thalmann, J. H. Ketcheson and L. C. Gross. The present Directors are B. Thalmann, J. H. Ketcheson and Wm. Nedderhut, the first two being President and Vice-President respectively. Thalmann's inks are sold in the Northern, Southern and Western States, and give everywhere the greatest satisfaction. The firm has branches in Chicago (No. 415 Dearborn street) and in Kansas City (No. 401 Wyandotte street). The home office is located at 210 Olive street. Mr. Thalmann was born in Thuringia, received a good education and became an apprentice in the lithographic establishment of which his brother was the proprietor. He then found employment as a lithographer in Pesth, the capital of Hungary and later on in Vienna. Seeking his fortune in the new world, he came, 1864, to

St. Louis, which city he has made his home; after working for nearly five years for the August Gast Lithographing Company, he concluded to relinquish this vocation, whereupon he established himself in the ink business and has certainly no cause to regret the change. He is an active and enterprising business man, reliable in all his dealings and highly esteemed by all who know him.

DRY PLATES AND PHOTOGRAPHERS' SUPPLIES.

Among the various products of science and industry, the many articles of manufacture emanating from local establishments, perhaps none has made St. Louis so famous, we might say all over the world, as the dry plates prepared by firms of this city. They are used and preferred by photographers in every part of the United States, are found in the cameras in Europe and other foreign countries, and have carried the name of St. Louis to the Swiss Alps, the volcanoes of Italy, the ruins of classic Greece, the Holy Land, the Desert of the Sahara, the Himalaya Mountains and to far-off Australia. It is their superior quality which has secured to them their great reputation and with that the markets of the world, and we take great pleasure to speak of the establishments devoted to this branch on the following pages.

G. CRAMER DRY PLATE COMPANY.

Bell Sidney 141. Kinloch C1092.

The uninterrupted progress of the photographer's art is largely due to the perfection reached in the manufacturing of dry plates, as they constitute the principal basis of a good picture. The quality of the plate is therefore a matter of greatest importance; the exactness and finish of the artist's work depends of course upon his ability but just as much on the material and all auxiliaries used in the production of a picture. St. Louis may be truthfully called the manufacturing center for dry plates, as we have three such establishments in our midst. We will speak first

of the G. Cramer Dry Plate Company, whose origin dates back to 1879, in which year Mr. Gustav Cramer, in partnership with Mr. H. Norden, commenced to make dry plates. This was done on a rather small scale but soon developed into larger dimensions. Many obstacles and drawbacks had to be overcome, great patience and energy were necessary, to surmount the manifold hindrances till the desired results were reached. It was a great triumph for the young firm, when at the Photographers' Convention, held in Chicago, in 1880, the photographs made with their dry plates received the first prize, the awards being given by a jury composed of the best photographers in the country. Mr. Norden withdrew from the firm after a few years and the G. Cramer Dry Plate Works took the place of Cramer & Norden till 1898, in which year the G. Cramer Dry Plate Company was organized and incorporated with Gustav Cramer as President, J. C. Somerville as Secretary, and F. Ernst Cramer as Vice-President and Treasurer. The present location on Shenandoah and Lemp avenues was first occupied in 1889, but the building became too small for the constant growth of the business and larger accommodations were needed. Much more room was required and an entire new plant, erected on the same site and additional ground, covering an area of 266 by 190 feet is, since April, 1899, in use for the different departments, furnishing ample space for all purposes of this extensive establishment. The principal building consists of two stories below and two above the street, and the four floors contain over 50,000 square feet divided in numerous departments provided with the most modern and complete machinery and appliances known in technic and science. The glass used for the Cramer Dry Plates is imported from England and Belgium, the domestic article lacking the clearness of color and smoothness of surface indispensable for the production of first-class photographic work. The sub-cellar serves in part as storage room for the original packages (boxes) filled with glass; here the boxes are opened, the glass is carefully examined and then by an automatic electric elevator sent to the next floor where it is placed one by one in tanks filled with sulphuric acid, whereby every particle of foreign substance is removed and from here every single plate passes

through a process of washing between rotary brushes under a constant stream of filtered water. In emerging it receives the coat of substratum which is necessary to secure the sensitive film to the glass. These substratum machines, of which there are four, are capable of coating thirty 8x10 lights of glass per minute and considering the fact that they are run ten hours a day, some idea can be formed of the daily capacity of this plant. The emulsion, the composition of which is only known to Mr. Cramer and his assistants in the laboratory, is applied to the plates in rooms with a dim ruby-colored light so as to prevent an exposure to daylight and after being coated they pass through an ice



tunnel of more than thirty feet whereby the coating is set, after which the plates are placed on shelves and wheeled into the drying room, where refrigerating and heating pipes and electric fans continue and finish the drying process. These fans are kept in motion day and night, so that the plates coated during the day are perfectly dried the next morning. The examining, assorting, packing and labeling is done in separate rooms, all arranged for their special purpose, and for all transferring and moving electricity is used. The electric power comes from a spacious power house, entirely separate from the main building, two engines provide the whole machinery with the necessary power and all

parts of the establishment with heat, light and ventilation. The equipment of the establishment is the most complete in all its details, it even includes the printing of all the labels and blanks used by the company. The testing department is superintended by Mr. Robert Benecke, an experienced photographer like Mr. G. Cramer himself, and for twenty years connected with the technical and operative divisions of the firm.

The constant care and watchfulness on the part of Mr. Cramer and his assistants secure to the output of the firm the uninterrupted excellent quality which has made the Cramer Dry Plates celebrated at home and abroad; they are shipped to all parts of the United States, to Canada, South America, Mexico, Europe, the West Indies, Hawaii, Cuba and Australia. Products of these plates are on exhibition in the art room into which the visitor is ushered directly from the center hall of the building. It is an apartment well worth to be seen in the palaces of reigning monarchs; the floor is of quartered white oak highly polished, with beautiful inlaid border; on the ceiling are numerous incandescent flames around the skylight producing a soft light shining through frosted globes. On the walls, which are covered with dark green plush tapestry, the leading photographers of the country exhibit specimens of their work for which the Cramer Dry Plates have been used, forming a gallery of art in miniature. On the other side of the hall the offices are located, commodious rooms with all modern appurtenances and facilities for the transaction of business. Here is also the private office of the man whose untiring activity combined with ability and knowledge has built up this magnificent establishment, Mr. Gustav Cramer, who may well be proud of the result of his labors. He is still in the prime of life, full of vigor and energy, at his post from morning till evening, but in spite of this he finds time to devote himself to many public interests, especially for charitable purposes. He stands high in the esteem of his fellow-citizens, and is a prominent member of several commercial and social organizations. His three sons, F. Ernest, Emile and Adolph, are actively engaged in the business of the company and their father's valuable assistants. The firm has a branch at No. 32 East Tenth street in New York City, under the management of Mr. E. L.

Somerville, for the distribution of their product to all territory east of Pittsburgh. A full assortment is constantly kept on hand there and all orders are filled just as promptly and carefully as from the home office.

HAMMER DRY PLATE CO.

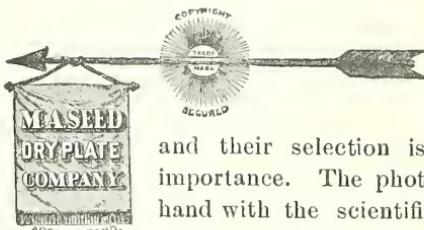
Bell Sidney 704a. Kinloch C297.

The works of the Hammer Dry Plate Company cover a large piece of ground on Ohio avenue and Miami street, a location well adapted for the manufacture of dry plate, by being far away from business traffic and street travel, therefore almost free from dust and an unclean atmosphere. Mr. L. F. Hammer went into this branch of industry in 1890, with a twenty-year experience as a practical photographer, and the proprietor of a well-patronized atelier, from which thousands of excellent photographs have emanated. This gallery is now conducted by his sons, he himself devoting all his time to the management and supervision of the large manufacturing establishment, founded by him. The very substantial building is in its different departments fully equipped with the best machinery and appliances, and the dry plate produced therein have gained a well-deserved reputation among photographers in all parts of the country. About sixty skilled and experienced hands are employed in the factory and several traveling men represent the firm all over the Union. The plates possess all the qualities desired by the profession and amateurs for the production of a good negative, and the consequent gaining of a good picture. Mr. Hammer is a German by birth, but came here when very young, and unites German perseverance and industry with American enterprise and activity; he gives faithful attention to his business duties, is a man of the strictest integrity, and of social qualifications, which endear him to a host of friends. He is a Director in the German Mutual Fire Insurance Company of St. Louis, and belongs to several organizations in which he has served in various capacities, as, for instance, during ten years as Treasurer of Meridian Lodge A. F. and A. M. The Hammer Dry Plate Company was incorporated in 1891, under the laws of the State of Missouri, since which time its officers

are: Mr. F. L. Hammer, President, and Mr. Richard Salzgeber, Secretary.

M. A. SEED DRY PLATE COMPANY.

Bell Main 1593a.



The results of the photographer's work depend in a great measure upon the quality of the plates used and their selection is therefore of the greatest importance. The photographic art goes hand in hand with the scientific production of the plates, both stand to each other in the position of cause and effect; the good effect of the photographic picture is in part caused by the negative from which it was printed. Ever since the M. A. Seed Dry Plate Co. was established, their dry plates have received the general approval of photographers (professionals as well as amateurs) in this country and outside of it. Scientific and technical inventions and improvements have always been utilized by this firm in perfecting not only the plates but every article made in their factory. The latter is located in Woodland, Missouri, and was established in 1883 by A. R. Huiskamp and M. A. Seed. The company has been in continued successful operation, the goods produced have a high reputation for fine chemical effects and great uniformity. The factory has lately been enlarged and more fully equipped with modern machinery and appliances and numbers now among the best in the United States. The entire building, No. 2005 Locust street, is used for the city office and salesrooms, and the Eastern office, salesroom and warehouse are located at 57 East Ninth street, New York. The dry plates form of course the principal article of manufacture; aside from them celluloid films, lantern slides, transparencies and developers are made in large quantities. The quality of all these articles, fair dealing and close attention to the demands of their customers, secured to the M. A. Seed Dry Plate Company a well-earned reputation, and their trade-mark—the sun pierced by an arrow, as shown on this page, represents their

motto, "Light and Rapidity," — is favorably known in all parts of the United States, in Canada, Mexico, South America, Cuba, the Hawaiian Islands as well as in Great Britain. Constant extension of trade is the best evidence of the company's standing in the esteem of the photographic fraternity and the quality of their product. The number of employees varies between one hundred and hundred and ten and includes experienced chemists and skilled workmen under able superintendents. The officers of the company are: H. J. Huiskamp, President; M. A. Seed, Vice-President; and H. C. Huiskamp, Secretary.

H. A. HYATT PHOTOGRAPHIC SUPPLIES.

Bell Main 1049. Kinloch A413.

This firm is not only the successor of the J. C. Somerville Photo Supply Company, but also that of Wm. Tillford, who opened the first establishment in this line in St. Louis as early as 1848. Mr. Tillford was succeeded in 1873 by Messrs. Gatchell & Hyatt, which firm continued until 1881, since which time Mr. H. A. Hyatt is the sole owner. The firm was located for many years at No. 18 North Fourth street, but removed to its present quarters, 410 and 412 North Broadway, in 1897, formerly occupied by the J. C. Somerville Photo Supply Co., whose entire stock and business had been purchased by Mr. Hyatt. The four stories contain the wholesale and a well appointed retail department, each of which embraces the largest and fullest assortment of everything used by professionals and amateur photographers. The firm trade has grown from year to year and comprises, aside from its large local sales, all the territory tributary to St. Louis with a considerable export business to Mexico and other foreign countries. The firm enjoys the reputation of being the largest in its branch west of New York, both in the extent of its stock, and the volume of its business. Mr. Hyatt has been identified with this branch ever since 1861 in which year he became connected with the establishment of Wm. H. Mountfort in New York, where he gained the thorough knowledge and experience which proved so valuable afterwards; he devotes all his time and attention to the management of his constantly increasing business, ably assisted

by his son Harry H. Hyatt and a corps of twenty-four employees. The house is well known for the fairness and reliability in all its dealings and the high quality of its goods.

OPTICIANS, MATHEMATICAL AND SURGICAL INSTRUMENTS, ARTISTS SUPPLIES, ETC.

A. S. ALOE COMPANY.

Bell Main 1185. Kinloch A639.

Hand in hand with the science of the surgeon, the oculist, astronomer, mathematician and photographer goes the art of manufacturing surgical, optical, mathematical and photographic instruments. The development in these scientific branches has kept and is still keeping pace with the progress of the age, and so has and does the production of the various instruments and appliances used in these vocations. The A. S. Aloe Company devotes itself to the manufacture, respectively the sale of the foregoing articles and have gained the unlimited confidence of the men of science, the artists and the public at large by the quality of their goods, the superior workmanship of the articles of their own manufacture and the strict execution of all orders entrusted to their care. The firm was founded in 1860, by Albert S. Aloe, who was born in Edinburgh (Scotland), and came to this country when quite young. He first located on Third and Olive streets, then on the northeast corner of Fourth and Olive, but the constant growth of business made larger quarters necessary from time to time, causing a removal to 517 Olive street, where they remained for a great many years, but even this entire building became inadequate and the firm occupies now the much larger one, number 414 North Broadway. The surgical department comprises the manufacture and sale (wholesale and retail) of every kind of instruments used in surgery and is probably the most extensive west of New York; the optical branch is exclusively retail and includes a manufacturing department, in which

a number of skilled artisans are employed in grinding lenses and glasses to fit physician's prescriptions, the mathematical instruments are made under their own roof and are known over the whole United States for their exactness; photographer's instruments and supplies form an important branch, likewise artist's materials and the assortment in both is at all times so complete, that even the largest order can be executed without the least delay. These various divisions stand under the direct superintendence of the Messrs. Aloe and their able assistants, whose constant aim it is to give the fullest satisfaction to the patrons of the firm. The company was incorporated in 1893, after the death of the father, by the three eldest sons, Sidney A., Louis P., and David B. Aloe; the first named left St. Louis a few years ago, to engage in business in Philadelphia, since which time Louis P., David B., and Alfred Aloe form the company and are its officers. Close attention to even the smallest details, long experience, strict business principles and polite treatment of their customers were deservedly rewarded by an enviable success and an uninterrupted extension of business. The members of the firm, cultured gentlemen as they are, enjoy the respect of the business community, the esteem of a large circle of friends and are public-spirited citizens, who never fail to take an active interest in everything tending to promote the general welfare of their native city.

ERKER BROS. OPTICAL CO.

Bell Main 389. Kinloch B1092.

The foundation of this firm dates back to 1879, in which year Mr. Adolph P. Erker opened an establishment on Olive, between Fourth and Fifth streets. It was a rather modest beginning, but developed in course of time to one of the largest and best known of its branch in the Western States. His younger brother, August A. Erker and Robert Bausch, became his partners shortly afterwards and their united efforts soon resulted in the constant growth of their business, so that larger quarters were soon necessary; such were first secured at 204 North Broadway, afterwards at 617 Olive street, but even these proved insufficient and

another removal had to take place, since which the firm occupies the four-story building, number 608 Olive, directly opposite the Wm. Barr Dry Goods Company. The present style of the firm was adopted and incorporated in 1896 by the three partners; Mr. August A. Erker's death occurred in 1889, and the business is now owned by Adolph P. Erker, Mrs. Josephine Erker, Robert Bausch and H. Wedemeyer, the officers of the company being as follows: Mr. Erker, President; Mr. Bausch, Vice-President, and Mr. Wedemeyer, Secretary. The house devotes itself to the manufacture, importation and sale of spectacles and eye-glasses, opera and marine glasses, telescopes, kodaks and other cameras, artificial eyes, mathematical instruments, drawing materials, etc., and makes a specialty of photographic supplies for professionals as well as amateurs. The amateur's department includes everything pertaining to the art, the cameras sold by the firm are the most suitable for the amateur's use and its expert photographers are always ready to give free advice and to develop the negatives, at the most moderate charges. The mathematical instruments handled by the firm are invariably of the best workmanship and so are all articles belonging to the meteorological and optical departments of their own or foreign make. Another special feature consists in a department for selling or providing persons engaged or intending to engage in the magic lantern or stereopticon exhibition business with complete outfits. The illustrated catalogues regularly issued by them and sent free to all applicants contain all desired information, and give evidence of the fact that the patrons of the house receive the best possible terms and liberal treatment, may their purchases or orders be large or small; the latter are executed with the utmost care and it is the constant aim of the firm to give all customers the fullest satisfaction as to quality and prices of goods. The house is known for its reliable dealing, its integrity and strict business principles. Aside from a very large city trade their sales are made all over the Southern States, to Mexico and Cuba, and their employees number permanently at least thirty.

PHYSICIANS' AND SURGEONS' SUPPLIES, TRUSSES, ETC.

BLEES-MOORE INSTRUMENT CO.

Bell Main 1767. Kinloch C491.

In no field of science or art has such progress been made, have such achievements been reached, as in that of surgery, and it is but natural that the manufacture of surgical instruments and appliances keeps pace with this progress. Even the most skilled surgeons have to rely upon the instruments he uses, and those who supply the medical fraternity with the best instruments and auxiliaries have the deserved appreciation of the profession and the public. This can certainly be said of the Blees-Moore Instrument Company, especially in view of the fact that a medical practitioner of long experience as Dr. J. W. Moore stands at the head of the establishment. He not only supervises the manufacture of the various articles produced by the company, but devotes all his time and attention to even the smallest details, and his advice and good counsel is daily sought by professional men as well as by the public. He has been in the instrument business in this city for the last nineteen years and is the Secretary, Treasurer, and General Manager of the company since 1897, in which year the same has been incorporated by him, Col. F. W. Blees and Dr. E. B. Clements, both residents of Macon, Mo., the former being the President, the latter the Vice-President of the corporation. The company manufactures and deals in all kinds of surgical instruments. They are the largest manufacturers of elastic stockings and abdominal supporters in the West, also of braces for deformities, and trusses; keep constantly the fullest assortment of physician's supplies, hospital and invalid furniture, electric batteries, etc., and execute all orders with the greatest care and promptness. The firm is known in the entire Mississippi Valley and the far West and South and in fact all over the United States for its fairness and reliability. The office and salesrooms, where Dr. Moore can be found from morning till night, are at 906 Pine street, easily

accessible from every part of the city, and the well-equipped factory is at 1003 Chestnut street, where twenty skilled mechanics are permanently employed. Remember, it is the Blees-Moore Instrument Company, 906 Pine street; Dr. Moore was for years a stockholder in another concern bearing his name but withdrew in 1897 from it and it has been succeeded by another party. The Blees-Moore exhibit will form an interesting feature of the World's Fair.

CHAS. SCHLEIFFARTH CO.

Telephone Bell Main 2189.

The establishment of this firm dates back to 1859, in which year Mr. Chas. Schleiffarth (whose death occurred in 1890) began operations as a manufacturer of trusses and other surgical appliances in St. Louis, where this branch of science and mechanical art up to that time had been in its infancy. He had learned his profession in his native city, Berlin; had afterwards worked at his trade in Vienna, Paris, and London, from which latter place he directed his steps to this country, first to New York and then to Cincinnati. Soon after his arrival in our city, where he found an open field for his profession, he established a workshop and salesroom at 325 Market street, where he remained until 1875. The necessity of larger premises caused a removal from the place which he had occupied for more than sixteen years, to 608 North Fourth street. Here the business developed still more, and became in course of time one of the largest of its line in the United States. The incorporation under the present firm name took place in 1890 with E. L., C. W. and A. Schleiffarth as incorporators, of which E. L. Schleiffarth is the President, A. Schleiffarth the Vice-President, and Chas. W. Schleiffarth, Secretary and Treasurer, the same also constituting the board of directors. The firm manufactures trusses for hernia, made of leather, elastic web, hard rubber and wire spring, all kinds of apparatus for deformities, artificial limbs, crutches, abdominal supporters, elastic hosiery for varicose veins, shoulder braces, invalid's rolling and reclining chairs and all other articles serving to alleviate the suffering of the afflicted, including electric batteries, atom-

izers, hot water bags and supplies for invalids in general. The workshops are equipped with the most approved and newest machinery and only skilled mechanics are employed. All the various articles are made under the direct supervision of Messrs. Edgar L. and Chas. W. Schleiffarth, both Doctors of Medicine. The former acquired his practical knowledge of truss making like his father, in Berlin, and has an experience of thirty years in the branch. First-class work exclusively is turned out by the establishment and only the best material is used. A competent lady is always in attendance. The firm sells its goods all over the West, South and Southwest and enjoys an enviable reputation among physicians and the public at large. Factory and sales-rooms occupy since 1893 the entire building, number 8 South Broadway, where Dr. E. L. Schleiffarth is constantly found at his post, devoting all his time and ability to his duties. The great success of the firm is the well-deserved result of its strictness and its fair-dealing with all its patrons.

DR. W. A. LEWIN.

SPECIALIST FOR THE CURE OF HERNIA.

Kinloch D1818.

Following is a short sketch of one of the leading specialists of St. Louis, Dr. W. A. Lewin, who has not only an immense practice in Missouri and surrounding States, but is well known from the Atlantic to the Pacific. He was born in Germany, receiving some years of the splendid German system of education, and after coming here also graduated with high honors from several American medical colleges. He speaks German, French and English fluently. His manners proclaim him accustomed to the best society. He limits his practice to the treatment of rupture without a surgical operation, and during the many years of practice has become so proficient that he is considered an expert in this line. He has made a marvelous record in the cure of rupture since taking up this special branch of disease, and during the twelve years he has been located in St. Louis he has cured over 6,000 cases. A prominent physician, who knows Dr. Lewin well, said

recently that this treatment, known as the "Lewin Method," is certainly the most wonderful and absolutely effective and painless treatment of rupture known to the world. It did not come to him unsought or by any accidental presumptions, but was the result of many years' patient investigations and critical analysis. His treatment is indorsed by the leading physicians of St. Louis, who openly declared that the "Lewin Method" of curing rupture is the only one which should be employed. The Doctor counts amongst his patients some of the best physicians, clergymen, lawyers and business men of St. Louis who had been suffering from the disease in all stages, and they have exhibited their deep gratitude for his valuable services in numerous testimonials breathing eloquent praise for his medical skill. Dr. Lewin occupies the entire building on the southwest corner of Sixth and Washington avenue, known as the Lewin Building, where he can be consulted daily from 10 to 5.

DRUGS AND CHEMICALS.

St. Louis is since many years not only the chief distributing point of drugs and chemicals in the United States, but has at the same time the rare distinction of being the home of the largest wholesale drug house and the greatest chemical manufacturing company in the world. The distribution comprises drugs and chemicals made elsewhere and those manufactured here by a considerable number of firms. Three wholesale drug houses supply most of the Western, Southern and Southwestern States with drugs, chemicals and proprietary medicines and the manufacturers in these two branches, of whom there are a great number in the city, have also an extensive trade all over the country aside from the export business, which includes Central and South America, Mexico, the Islands in the Pacific, Europe and even South Africa. The total sales in these various articles show a continued extension, they amounted to twelve millions in 1892, twenty-five in 1897, twenty-seven in 1898, thirty millions in 1899, and forty millions in 1901, which serves as sufficient evidence of the energy and activity of the gentlemen devoted to these important branches of industry and trade.

THE J. S. MERRELL DRUG CO.

Bell Main 714, 718, 2204. Kinloch A412, 425.

There are at present only three prominent wholesale drug houses in the city, and the J. S. Merrell Drug Company is the oldest of them, having been established in 1845 by Mr. Jacob S. Merrell, who conducted the same for forty years, and till his death, which ended his active and useful career in 1885. The name of the firm, which had been Jacob S. Merrell, was then changed into the present one, and at the same time incorporated, the incorporators being the Merrell heirs. The officers of the company are: Cyrus P. Walbridge, President; Hubert P. Merrell, Vice-President; Edward Bindschadler, Secretary, and Geo. R. Merrell, Treasurer, the three first-named constituting the Board of Directors. The wholesale, dealing in drugs, medicines, druggists' sundries, glass and glassware, surgical instruments, paints, etc., forms the principal and most important part of the business, the preparation and distribution of Merrell's family medicines being only an auxiliary feature. From the time of its formation it has been, and is still, the constant aim of this house to keep and sell only the best and purest articles in the various branches of its trade, and the large and quick sales are a guarantee for the freshness of the goods. The extensive stock contained in the four-story buildings, No. 620 Washington avenue, and reaching out to St. Charles street, enabled the firm at all times to fill orders with the greatest promptness and this will continue in a still greater measure and with more facilities in the firm's new home at the northeast corner of Fourth and Market streets, opposite the court house, erected by the firm in 1902 upon the site of the old McLean Building. A well-equipped laboratory serves for the preparing of Merrell's Family Medicines, flavoring extracts, elixirs, syrups, etc. This department is superintended by Mr. H. S. Merrell, the oldest son of the late Jacob S. Merrell, who from early boyhood devoted himself to the study of botany and chemistry, then became a practical pharmacist and an expert in all the details of his vocation. Mr. Cyrus P. Walbridge, who is a son-in-

law of the older Merrell, joined the firm in 1875; he is a graduate of the Ann Arbor University, where he prepared himself for the practice of law and it was in the capacity of a legal adviser, that he became connected with the establishment, of which he is now, and since the death of Mr. Merrell, the President. The steady growth of the firm's business is chiefly due to his activity and energy, his diligence and perseverance. By taking a lively interest in public affairs, the attention of his fellow-citizens was soon attracted towards him; they elected him first to the House of Delegates and then to the upper branch of our municipal legislature, presiding over the deliberations of the latter body during the whole term, and so marked was his ability and so valuable were his services, that the Republican City Convention in 1893 nominated him for the highest municipal office whereupon he was elected Mayor by an overwhelming majority of votes. His administration was a very successful one and won for him the esteem and respect of the whole community. The Secretary, Mr. Edward Bindschadler, entered the employ of the firm in 1864 and is closely identified with its interests and enjoying the fullest confidence of his associates and of all who have dealings with the house. In conclusion we will briefly state, that the employees of the firm number over seventy-five and that its sales comprise the following States: Missouri, Illinois, Arkansas, Kentucky, Tennessee, Kansas, Texas, and also the Indian Territory.

MAYER BROS. DRUG CO.

Bell Main 1306, 1314. Kinloch B-2106, 2107, 2108, 2109, 2110.

Few firms in this city or even in the whole country can look with greater pride and more satisfaction upon their development from a small beginning to their present greatness, than the Meyer Bros. Drug Company, but especially entitled to such a retrospective view is the founder of the firm, Mr. C. F. G. Meyer, whose career as a druggist dates back to the year 1848, and who has in 1898 reached the fiftieth anniversary of the day on which he became the proprietor of a drug store, from which the largest wholesale drug house in the United States has emanated. Half a century and more in the harness — this is what the president of the Meyer

Bros. Drug Co. can say of himself and it was, with an exception of a few years of rest for necessary recreation, active work, untiring attention to business duties and never-ceasing watchfulness, that marked this long period in the most significant manner. Mr. Meyer was only twenty-two years of age when he established the retail drug firm of Meyer & Brother in Fort Wayne, Indiana, associating with him his brother, J. F. W. Meyer. This enterprise was accompanied by such a success, that a wholesale department was soon added, whose extension demanded a larger field of operation and a more appropriate business center. St. Louis was chosen as such and the selection proved a wise one, as even the most sanguine expectations were more than realized after the establishment of what was first a branch in this city. The firm opened here in 1865, first on Second and Locust streets, but this location became soon unsufficient so that a much larger building was secured on the east side of Second between Market and Chestnut. It was here, where an unparalleled growth of trade set in, making a further branching out desirable, this was accomplished by the establishment of branch houses in New York, Kansas City and Dallas, but these were in course of time abolished, as it was found more practical to concentrate the immense business at one point. At the time that Meyer Bros. & Co. came here there were twelve wholesale drug firms in St. Louis, four of which were absorbed by them within a short time and when the plant of the Richardson Drug Company, corner Fourth street and Clark avenue, became the victim of a conflagration in the New Year's night of 1889, the Messrs. Meyer utilized this opportunity, to purchase the business of this old and great drug house and to merge it with their own. The buildings since occupied by the firm front on Fourth street, Clark avenue and South Broadway, cover nearly one half of a block and are thoroughly equipped and well arranged for the various departments, that constitute this little world of its own, in which an army of employees, including experienced chemists, other scientists, hundreds of salesmen, stockkeepers, packers, etc., are busy from morning till evening and often during the night in the fulfillment of their respective duties. Besides their own standard preparations, which are too well known to need mention here. The house carries a full line of goods

of other manufacture, patent medicines of all kinds, drugs, chemicals, perfumes, paints, oils and varnishes, glass and glassware, wines and liquors and cigars, druggists' supplies and sundries, surgical instruments, trusses, etc. The territory of sales comprises every State of the Union, Canada, Mexico, South America, the West Indies, and is still gaining larger dimensions. A thorough knowledge of the drug business, long experience, very ample financial resources and a close observation of the foreign and domestic markets enable the Meyer Bros. Drug Company to give the trade the best possible terms, and the well-known integrity of the firm secures to all customers just and fair treatment. The officers of the corporation are: Mr. C. F. G. Meyer, President; Mr. Theodore F. Meyer, Vice-President; Mr. C. W. Wall, Treasurer, and Mr. G. J. Meyer, Secretary. The present house in Fort Wayne is still carried on as of old, and stands under the able management of Mr. J. F. W. Meyer, who is also a partner in the St. Louis firm.

MOFFITT-WEST DRUG COMPANY.

Bell Main 1901, 855, 751. Kinloch B605, 608.

This firm devotes itself to the wholesale trade in drugs and druggist's sundries as well as to the manufacturing and distributing of several pharmaceutical preparations highly valued by the medical profession and the public at large, among them for instance such as Malachol, Rheumagon, Phaselin and the old and reliable remedy for chills and fever, Malarion, a standard medicine used in every part of the country. Its incorporation took place in January, 1889, and the present officers of the company are Messrs. Wm. F. Niedringhaus, President; Geo. W. Niedringhaus, Vice-President; Harry E. Papin, Treasurer; Courtney H. West, Secretary and General Manager. The gentlemen with the exception of Mr. Papin constitute also the board of directors. The firm was first located on Walnut street between Main and Second where it occupied four adjoining houses, but they soon became insufficient for the constantly growing trade, so that larger quarters had to be procured. The removal to the spacious corner building on Fourth street, Third street and Lucas avenue

was accomplished in 1891, and gave the establishment the most ample accommodations and all desirable facilities for the transaction of business. A complete assortment of drugs and medical preparations of the purest and best quality secures the promptest filling of even the largest orders; this in connection with conscientious business principles, integrity and fair dealing has won for the company the enviable reputation which it enjoys and it is since many years one of the largest jobbing drug houses in the United States, a result which is chiefly attributed to the energy and ability of the General Manager, Mr. Courtney H. West, who devotes his whole time and incessant activity to the duties of his position. He is well known and much esteemed in business and social circles, a member of the Merchants Exchange, the Mercantile and Latin-American Club and other organizations, participating in every movement for the advancement of our city. The Messrs. Niedringhaus belong to that well known old family whose members figure so conspicuously among the prominent representatives of industry and commerce and to whom our city is indebted for some of the most important enterprises.

J. A. POZZONI COMPLEXION POWDER COMPANY.

Pozzoni's Medicated Complexion Powder has long ago become a household word among the women of the United States and many other countries, it is in fact the standard cosmetic found on the toilet table of the present generation, unsurpassed in its effect and unequalled in the purity of its ingredients. It was the original invention of Mr. J. A. Pozzini whose fashionable hair-dressing establishment was for many years located under the Lindell Hotel, but at that time little attention was paid by the inventor to his compound, which is now famous, we might say, all over the world for its beautifying properties and the important fact that it is not in the least detrimental to health. As an evidence of its value and reputation we need only state, that it is largely used in France, the land of cosmetics and toilet supplies par excellence. The remarkable success of the company is directly due to the activity and business talent of Mr. Chas. B. Cook, the son-in-law of the founder of this now vast establish-

ment, whose origin dates back to the year 1860. The laboratory, salesrooms and offices are now in the Pozzoni Building, northeast corner Ninth and Chestnut streets. The incorporation took place in 1889; the directors and officers of the company are Mr. Chas. B. Cook, President, Mrs. Josephine Pozzoni, Vice-President and Secretary. A large number of hands is constantly employed in the preparation, the packing and shipping of this celebrated complexion powder. The West, South and Southwest and most of the foreign countries are supplied from here, the Eastern States and Canada from the company's branch in New York.

HENRY HEIL CHEMICAL CO.

Bell Main 868.

There is probably no other firm in this particular branch of business in the United States that can boast of such an extensiveness as the one to which we here allude. The main feature in which the Henry Heil Chemical Co. takes first rank are all sorts of chemical apparatus and chemicals of every description; also materials and supplies for laboratories, colleges, universities, assayers, smelters, iron and steel works, mines, sugar refineries and other industrial purposes. As a best evidence of the voluminous assortment of the articles always kept on hand we only point to the fact that the firm's catalogue of chemical apparatus comprises a book of 447 pages, and its list of chemicals covers over 100 pages. They are considered the most complete works of this character published in our country. The business was originally established by the late Theodore Kalb, a well-known retail druggist, but remained on a rather small scale until Mr. Heil became its owner in 1883, from which time on he developed it year after year, and how admirably he succeeded is clearly shown by its present magnitude and prominence. The territory of sales embraces the whole United States, Canada, Mexico, Honduras, Cuba and the Sandwich Islands, and the firm enjoys everywhere an enviable name and fame. Mr. Henry Heil is a native of Germany, was born, 1854, in Schmalkalden; graduated from High School when only fifteen years of age, whereupon he served an apprenticeship and became clerk and afterwards bookkeeper

in a hardware firm until the end of 1872. Bent on seeking better and wider fields for his energy and industry he came in 1873 to this country, making St. Louis his home ever since with a short interruption of four years, during which he resided in Leadville. With a natural liking for the drug business he became clerk in a drug store and attended at the same time the St. Louis College of Pharmacy, from which institution he graduated in 1877. In 1875 he had established in partnership with E. Hoelke a drug store on the corner of Grattan street and Chouteau avenue, but sold it in 1879, and went to Leadville (Colorado), where he opened two drug stores under the firm name of Heil & Hoelke, his former partner joining him also in this enterprise. He left Colorado in 1882, spent a whole year in extensive travels over all Europe and returned to this city in 1883, in which year he purchased Mr. Theo. Kalb's business on Market between Third and Fourth streets. This was the foundation of the present extensive establishment, since many years located at No. 212 and 214 S. Fourth street, a three-story double house affording ample facilities for the transaction of the large trade carried on by the Henry Heil Chemical Company (incorporated in 1888) whose owner numbers among the best-known business men of our city, held in the highest esteem in commercial as well as in social circles for his integrity and affability in the fullest sense of the word. He belongs to several societies and is an honorary life-member of the College of Pharmacy.

HERF & FRERICHS CHEMICAL CO.

Bell Sidney 279. Kinloch A1563.

The Herf & Frerichs Chemical Co. was organized in 1887, by Mr. Oscarf Herf, Dr. F. W. Frerichs and Mr. Henry C. Haarstick, the latter being a silent partner in the firm. The company manufactures various kinds of fine chemicals for medical and industrial purposes under the direct supervision of Dr. Frerichs, who is known as an excellent chemist, having studied in Heidelberg, Berlin, and Munich, and in the laboratories of the most celebrated professors of chemistry. He was for many years the chief chemist of the Mallinckrodt Chemical Co., and re-

linquished this position to join the establishment of the above company, whose success is fully evidenced by the fact, that repeated additions to their factory buildings became necessary within a comparatively short period. The plant is situated in the manufacturing district of the southern part of the city, fronting on the river bank and close to the tracks of the Iron Mountain and Southern Railroad, which gives the firm a direct connection with all the freight depots of St. Louis. The various departments are equipped with the newest and most approved machinery and all modern facilities known to science and their products are most favorably known all over the United States and largely exported to foreign countries.

LARKIN & SCHEFFER CHEMICAL CO.

Bell Sidney 332. Kinloch B337.

Among the manufacturing chemists of our city the Larkin & Scheffer Chemical Company stands in the front rank and the products of the firm are sold all over the United States and most favorably known on account of their quality and careful and scientific preparation. The purity of chemicals and the care taken in their compounding constitute their chief value and the output of this firm is acknowledged to possess these specific requirements. It is therefore but natural that their business has become more extensive from time to time and that the result of their fully thirty years' labor is the just cause for pride and satisfaction. The firm enjoys an excellent patronage in the different States of the Union for the reliable properties of the various chemicals of their manufacture and for the fair and upright dealing with their customers. The factory was established in 1871, and was first located at 209 Myrtle street, now Clark avenue, but when more room became necessary, a removal took place to the manufacturing district in the southern part of the city. The present factory covers a large area bounded by Main, St. George, Louisa street and the Levee, affording ample space and all facilities for manufacturing purposes. The output comprises a general line of chemicals and the number of hands employed varies between fifty and sixty. The firm was originally organized by Mr. E. H. Larkin and Mr.

H. W. Scheffer, both practical and experienced chemists, later on Mr. Thos. H. Larkin was admitted as partner, since which time these three gentlemen constituted the firm until the death of Mr. Thomas H. Larkin in June, 1901. Up to that time the name of the firm was Larkin & Scheffer, but was changed to the Larkin & Scheffer Chemical Co. and incorporated as such in September of the same year by Messrs. E. H. Larkin, H. W. Scheffer, and Geo. W. Wines. The officers of the company are: Mr. E. H. Larkin, President; Mr. H. W. Scheffer, Vice-President and Treasurer; and Mr. Geo. W. Wines, Secretary.

KLIPSTEIN CHEMICAL CO.

Bell Main 504. Kinloch C946.

The Klipstein Chemical Company is the offspring of one of the oldest retail drug stores in our city, founded in 1849, and since 1892 owned and conducted by Mr. Theodore A. Klipstein, the son of the late Mr. Christian Klipstein, who had been its proprietor for thirty-four years. He was a graduate of the University of Gies- sen, where he had studied chemistry with the celebrated Justus von Liebig. A visit to relatives in this country in 1843 resulted in a permanent stay and in making St. Louis his home in 1849. After gaining practical knowledge and experience with other apothecaries he established himself first on Ninth and Jefferson streets, and bought in 1858, the well-known drug store on the southwest corner of Franklin avenue and Sixteenth street. He was a Director of the College of Pharmacy, one of the founders and the Treasurer of the St. Louis Alma Mater, and in conjunc- tion with Dr. Carl Luedeking, the founder of the German Mutual Widows' and Orphans' Aid Society, and its last President. A liberal-minded, public-spirited citizen, and an authority in his profession. When the use of antitoxin in cases of diphtheria began Mr. Klipstein was the first to supply our physicians with it. Born in 1823 as the youngest son of Privy Councillor Chr. Klipstein, he died in 1892 after a long and useful life, highly respected by the entire community. Mr. Theodore A. Klipstein, his father's successor, became thoroughly familiar with all the details of the branch, after finishing his

pharmaceutical and other studies, and devoted all his time and ability to the conducting of his drug business and the manufacture of various chemicals, with anilines and other dye-stuffs and dairy disinfectants as specialties. The latter are unsurpassed for removing bad odors and destroying germs which spread contagious diseases. Theodore A. Klipstein is the President; E. C. Klipstein, the Vice-President, and W. A. Dillon, the Manager of the company. Mr. Theodore Klipstein is well known and esteemed in business and social circles, and especially active in the promotion of physical culture and literary endeavors.

MALLINCKRODT CHEMICAL WORKS.

Bell Tyler 505. Kinloch C535, B1492.

The progress of chemistry during the last quarter of the nineteenth century surpasses that of any other science; truly wonderful discoveries and inventions have been made upon this particular field and their practical application for medicinal, industrial, technical and agricultural purposes makes chemistry the most valuable adjunct of the aforesaid branches. Innumerable achievements of the greatest importance are due to chemistry, and the world owes this science an unlimited gratitude for priceless services. The manufacture of chemicals constitutes therefore one of the most important branches of industry and we can with justifiable pride point to a St. Louis firm as one of its most prominent representatives, the Mallinckrodt Chemical Works. They were established in 1867 and are with hardly an exception the largest of its kind in the country, if not also in Europe. They were in the beginning rather small in size, but became within a short time inadequate and had to be enlarged; more additions were again and again necessary and the very substantial factory buildings cover now six acres of land in the manufacturing district of North St. Louis. They are bounded by Hall and Main, Salisbury and Mallinckrodt streets, stand in the vicinity of the river and are connected with all the railroad lines terminating in St. Louis. They are equipped with the most modern machinery; the laboratories contain the best and most complete apparatus; the different departments stand under the super-

vision of experts and every new discovery wherever it may be made is tested and after close examination, if approved, pressed into service. A second factory belonging to the firm and still larger than the one in St. Louis, is located in Jersey City, N. J., for the manufacture of such articles, which would either become too high in price through transportation from St. Louis, or which can be produced at less cost in the East on account of the cheaper purchase of material. The company devotes itself to the producing of all kinds of chemicals and chemical preparations for druggists, analytical purposes, photographer's use and various industrial branches. All these articles are justly celebrated for their high qualities, their purity and uniform value as to ingredients, and correct composition. The Mallinckrodt chemicals are sold to all parts of America as well as to foreign countries, especially Europe. Several hundred hands are permanently employed in the two factories whose output amounts to many millions of dollars annually. The distribution for the Eastern States is conducted from a depot in New York City. The general management of this mammoth establishment lies in the hands of its President, Mr. Edward Mallinckrodt; Mr. Oscar L. Biebinger is since many years the Secretary.

WORMSER FILTER PLATE CO.

OF ST. LOUIS,

122 PINE ST.

OTTO F. STIFEL, Pres.

GEO. BECK, Vice-Pres.

FRANK R. O'NEIL, Sec. and Treas.

JACOB RETTER, Supt.

Klnloch A145.

THE NATIONAL AMMONIA CO.

Bell Tyler 660. Kinloch C534.

This corporation was organized in the fall of 1889 and commenced active operations in January, 1890. The incorporators and officers are as follows: Edward Mallinckrodt, President of the Mallinckrodt Chemical Works of St. Louis, is the President; A. D. Warner, Treasurer of the Delaware Chemical Co. at Wilmington, is the Vice-President, and T. G. Goldsmith, of the Alleghany Chemical Works of Philadelphia, the Secretary. J. C. Atwood, formerly of the United States Navy and later on Chief Deputy Internal Revenue Collector for the First Missouri District, is the General Manager. The company confines itself to the producing of liquid anhydrous and aqua ammonia for use in refrigerators, artificial ice plants, breweries, laboratories, etc. These products are justly celebrated for their superior quality and entire freedom from all impurities which could detract from their refrigerating efficiency, thus securing to machines using them the greatest possible capacity at the least expense. The factories and branch offices are located at St. Louis, New York, Philadelphia, Wilmington, Denver, San Francisco, and Sidney (Australia), and the headquarters in this city are at 3600 North Broadway, occupying the entire second floor of the building. The output of the National Ammonia Company is sold all over the United States, Mexico, Central and South America, the West Indies, England and South Africa, everywhere recognized as standards of quality, and generally preferred by the operators of refrigerating and ice-making machines.

PAINTS, OILS AND COLORS.

MOUND CITY PAINT AND COLOR CO.

Bell Main 944, 966. Kinloch B669.

In the month of November, 1880, with resolute purpose and a fixed determination to honorably succeed, two young men began the career of the now well-known Mound City Paint and

Color Company — Robert D. Thornburgh and Norris B. Gregg, President and Secretary. They were made of good stuff, scions of good stock, whose fathers before them had traveled the rocky road to success, and they, with fearless step and confident hearts, did not hesitate to try the rugged path for themselves. The percentage of business men who make a success is estimated to be about three per cent. They knew the difficulties, but boldly entered the course and stripped for the race. In a small three-story building at No. 704 North Second street, about 50x90 feet in dimensions, they started the manufacture of their wares and began their introduction to the public. At that time there was not known to be a single brand of mixed paint in the markets of the United States whose quality or purity was unassailable. Good paints were made, but not the best. Recognizing the situation, and resolving to make a brand of paint of the highest excellence without regard to cost, they based their efforts and hopes on the success of that principle. It is a more difficult matter to sell goods than it is to make them. Quality of the highest order may be there, but that fact has to become known and established, requiring great effort, capital and patience, before an article of even real merit becomes a staple in the trade. The Strictly Pure Prepared Paint, or Horse Shoe Brand, did not, therefore, distance its competitors in the first dash of the race. It was hard to get a foothold for an unknown brand made by a new concern. Dealers preferred the old brands, better known in name if not in quality, and the Horse Shoe seemed likely to prove untrue to its proverbial good-luck reputation. However, though a slow seller it had splendid staying qualities. The quality told like good blood, and its best advertisement came from the men that used it. Gradually it began to come to the front; to be inquired after and to be preferred. The first few months of a new business venture are generally full of trials and happenings annoying and discouraging in the extreme, and they were not absent from the worthy enterprise of this ambitious young company. They were to some extent expected, but when in February, 1881, barely three months after getting under way, a fire originating in the adjoining block caused a total loss to their machinery and stock, one would

suppose the ardor and push of the young pioneers in business would flag and falter. But no such word as fail was found in the vocabulary of these determined men. The loss covered by insurance enabled them to rebuild in a short time and, undaunted by misfortune, they pursued with relentless energy the purpose and principles which actuated them in the beginning. About five months after the first disaster, while excavating the foundations for a building adjoining the Mound City Company's new structure, a sudden collapse caused for a second time the complete wreck of their plant. This unfortunate event completely wiped out the capital of the company, but they had something left that they never put in paint, but kept in stock for business emergencies — grit. Within three months from the time of the second setback a new factory at Second and Howard streets was erected and in full force with office and shipping facilities all under one roof. At the time of occupying the new home of the company four persons were sufficient to conduct the details of the business and four salesmen represented the traveling force. To-day the office employs thirty-six busy people and a corps of forty salesmen are proclaiming the merits of the Strictly Pure to the world. Crowded out by increasing business the building at Second and Howard streets was given up to manufacturing purposes alone and in the fall of 1885 a store and office at No. 511 North Second street was leased for storing and shipping their products and transacting the general business of the company. A few years later another move was made to still more commodious quarters at 406 and 408 North Second street, and in 1897 the growth in favor and demand for their widely known products necessitated the occupation of their present extensive establishment at 811 and 813 North Sixth street. In 1887 Mr. Thornburgh resigned the office of President, and took up his residence in the Far West where he shortly after died. Mr. Gregg succeeded to the presidency and has since associated with himself his brother, Mr. Wm. H. Gregg, Jr., and Mr. E. H. Dyer, the present efficient Vice-President and Secretary respectively. Linseed oil being an important factor in the making of good paint, to insure quality and save cost it was thought best to begin its manufacture, and in 1890 a complete plant was

erected including elevator, mills, tanks, etc., and the Horseshoe Brand of oil, Strictly Pure, is known to-day from one end of our broad land to the other. As business increased the necessity for a varnish factory became apparent and in 1895 the Gregg Varnish Company was incorporated and the manufacture of varnishes entered into with the principle of quality, and that the highest, still the guiding star and object of the lusty young giant now leading in the paint, oil and varnish business of the West. The capital of the company in 1880 was \$50,000.00, which notwithstanding the disasters following so shortly upon its opening, and the many depressions of business caused by floods and storm; crop failures and monetary stringencies, has grown and increased until the present capitalization and surplus fund is considerably over \$300,000.00, with a working force in all departments ranging from 350 to 400 persons. The products of the company stand at the top for quality in the marts of trade. They are made with that principle paramount, and that is the secret of their success. Who wants the best can get it. The Horseshoe is the sign and the Mound City Co.'s brands of paint and linseed oil and the Gregg brands of varnishes are the synonyms of Strictly Pure and high grade goods.

PLATT & THORNBURGH PAINT CO.

Bell Main 2276. Kinloch B671.

It was as early as 1846 when Henry S. Platt established the business, which is now, and since 1880, carried on under the above name. His able management resulted in the development of a large trade, which became still more extended after the forming of a partnership between him and Robert Thornburgh in 1864. The new firm of Platt & Thornburgh soon became familiar to the paint trade throughout the country, as they brought a large proportion of the business in their line to St. Louis. The constant growth of their trade made a further extension of facilities desirable, and this led to the incorporation of the Platt & Thornburgh Paint and Glass Company in 1880, and to the admission of their sons as stockholders and officers. The incorporators were Henry S. Platt, Robert Thornburgh, W. H. Thornburgh and Philip C. Platt. After the death of Robert Thornburgh he

was succeeded by Wm. H. Thornburgh as Vice-President, and who, in turn, succeeded Henry S. Platt as President after the death of the latter in 1893. It was but natural that the new management sought to extend the firm's trade in all directions and to increase its facilities. This was done in various ways and especially by the erection of a paint factory equipped with the most approved machinery, to which the latest improvements have recently been added. The firm manufactures all sorts of colors in oil and Japan, mixed paints, also white lead, and the superior quality of their articles have earned for them an enviable reputation wherever they are used. The principal territory for their sales are the Middle States, the West and Southwest. The offices, salesrooms, factory and warehouses occupy three large buildings, connected with each other, and located on the southeast corner of Seventh street and Franklin avenue and 816 and 818 North Seventh street. It may be mentioned as an evidence of remarkable stability, that this is the identical locality where the founder of this vast concern began his business career fifty-six years ago, and it is, therefore, no wonder that the names of Platt & Thornburgh are a household word with all St. Louisans. Over eighty persons are constantly employed in the various departments, not a few of whom are experts in the preparation of paints and colors. The death of William H. Thornburgh in 1900 necessitated a change in the direction of the company's affairs, and Philip C. Platt, former Secretary of the company, succeeded him. The other officers and directors being Charles R. Platt, Vice-President; Robert W. Sample, Secretary, and Henry S. Platt, Jr., General Superintendent. The Board of Directors consists of the same four gentlemen, who, in conjunction with E. B. Platt, are the owners of and partners in the establishment. The principles of strict integrity and reliability laid down by the fathers are religiously adhered to by their sons and successors. They are young, active and energetic, well adapted to continue with uninterrupted success, and in an aggressive manner one of the oldest and best known business concerns in the whole West.

GEO. HENSELER OIL CO.

Bell Main 2297A. Kinloch A502.

The great importance of good lubricants for all kinds of machinery is too obvious to require much argument; good lubricants not only heighten the operative power of the machine by reducing friction, but diminish also the wear and tear and save fuel in a great measure. It is therefore of the greatest interest to all machine users, to exercise the utmost care in selecting their lubricating oils, especially in view of the fact that nowadays most of our machines are more or less complicated and of the finest construction and that we demand of them the best and most perfect service. But there is still another cause for great carefulness in choosing lubricants and that lies in the fact, that so many inferior oils are produced and put on the market, oils which are more detrimental than useful and which not seldom hinder the good working of the machine, if they do not worse. The lubricating oils and greases manufactured and sold by the Geo. Henseler Oil Company are distinguished for their unexceptional quality and have won for themselves an enviable reputation for effectiveness and economy, and are acknowledged to be the best in the market and always preferred by those employed in the operating or taking care of machinery of any kind, from a Giant Corliss steam engine to the dentist's treadle. Aside from their own refinery they are also the sole agents for the sale of the celebrated Binghamton Lubricating Oil of the Western and Southern States. The George Henseler Oil Company was established in 1878 by Mr. George Henseler and was first located at 120 South Commercial street, and its trade has become more extensive from year to year, the sales covering aside from St. Louis the following States: Missouri, Illinois, Kansas, Texas and Louisiana. The death of Mr. George Henseler (in 1898) caused a change in the proprietorship and the incorporation of the firm by Frederick Nobbe, H. Henseler and John Sands, with Frederick Nobbe as President and Treasurer, H. Henseler as Vice-President, and John Sands as Secretary. The house has always been known for its reliability and promptness in the filling of all orders for the

various articles, which include, besides those mentioned, the finest boiler and water purifier on the market, the justly celebrated "Antiscalene," and all kinds of engineer's supplies, as packing waste, etc. We could print several pages of testimonials as to the qualities and effectiveness of their lubricating oils, but deem it sufficient to state, that many of our largest manufacturing establishments in all branches use them exclusively and are unanimous in their praise. The office and salesrooms are at number 8 South Main and the warehouse at number 7 South Commercial street. The members of the firm devote all their time and attention to the management of their extensive business and enjoy the well-deserved respect and esteem of all who know them. Mr. Nobbe represents the firm on the floor of the St. Louis Merchants Exchange and belongs also to various commercial and social organizations.

PAGE & KRAUSSE MFG. AND MINING COMPANY.

Kinloch D343.

Forty years is a long time and when a firm can look back upon such a period of continued success and honorable standing in the business world, it may by right be proud of these results. We refer to such a firm by speaking of the above company. It was in 1861 when William M. Page and Emil B. Krausse formed a copartnership under the style of Page & Krausse, for the manufacture of Barite, Soluble Glass and Bicarbonate Soda. They erected a plant on what is now called Valentine street, between Fourth and Fifth streets, and extending south to Poplar street, which had to be enlarged from time to time and is since many years one of the best equipped in its particular brand. The partnership terminated by the death of Mr. Krausse, which occurred in 1886, two years after the incorporation under the above name. Mr. Page died a few years later, but the business suffered no interruption; the sons, Mr. Thomas M. Page, and Mr. E. B. Krausse, became the successors and followed in their fathers' footsteps in directing affairs and supervising the operations of their extensive works. Mr. Thomas M. Page was removed from his useful activity in the spring

of 1900, since which time the entire management lies in the hands of Mr. E. B. Krausse, who has from his boyhood grown up in the establishment and has therefore a thorough knowledge and long experience which makes him especially fit for his manifold duties. He devotes to them his time and energy, is a very active business man, combining American enterprise with German perseverance, upright and fair in all his transactions; he is a St. Louisan by birth, received an excellent education and is highly esteemed in commercial and social circles. The products of the firm comprise refined and floated barites, heavy body zinc oxide (lead bloom), which is the only kind adaptable in the preparation of paints and white lead; the barite products of the firm are prepared by a process secured against imitation by several United States patents, of which the company is sole proprietor.

MINERAL AND SODA WATER.

We will not say that natural mineral water has been superseded by the artificial article, but the greatest authorities affirm that the sanitary effect of the latter equals that of the former and even surpasses them, when long distances between the springs and the place of consumption require considerable time for transporation, as in the case of European mineral waters brought to this continent. The nineteenth century, so rich and abundant in scientific inventions, gave us among others the important discovery, that artificial mineral waters can be produced, which contain all the hygienic properties of the natural and have the same effect on the human system. Their preparation is based upon the chemical analysis of the ingredients of each particular spring and St. Louis has a number of firms devoted to their manufacture, whose product is known far and wide for its quality and the great care with which it is prepared and brought on the market. The following pages refer to some of the largest establishments in this branch, also to the soda water factories, which supply the great demand for this specific beverage, so much in favor and so largely consumed in this country.

AMERICAN MINERAL WATER COMPANY.

Bell Main 1656a. Kinloch D1396.

The business of this company was established many years ago by Julius Hunicke and Carl Schultz at 1117-19-21 South Eleventh street, which location is still occupied by the factory and office of the concern. The incorporation under the present name took place in 1879, with Adolphus Harless, C. Schultz and Richard C. Schum as incorporators. Mr. Schum was an excellent apothecary and chemist of long practical experience, a man of the highest scientific attainments, and the results of his work and knowledge were soon felt in the growth of trade and the fame of the company's products. Repeated enlargements became necessary in course of time and the laboratory is one of the best equipped in its particular branch. The various mineral waters, as, for instance, Seltzer, Vichy, Carlsbader, etc., manufactured by the firm, are most carefully prepared in accordance with the official analysis of the natural waters and surpass the imported article in strength and freshness. It was, and is, the constant aim of the company to furnish the trade and its patrons with mineral waters of the greatest purity in all their ingredients and most palatable in taste. The company bought out the Windsor Spring Company and its springs property in 1898, since which time these waters are exclusively sold by it. They are excelled by none and are considered far superior to all others by scientists and consumers. After the death of Mr. Richard C. Schum Mr. Oliver R. Schum became his father's successor as the manager of the company; he is an expert in the manufacture of mineral waters, possesses a thorough knowledge of all its details and devotes his untiring attention to the performance of his duties, and has well succeeded in extending the business of the company and promulgating the merits of its waters.

BUFF & RAU.

Kinloch B774.

Temperature and climatic conditions in this part of the country, especially between May and October, cause a great consumption of mineral water, and the manufacture of this article forms a promi-

nent branch of industry in our midst. One of the oldest reliable firms devoted to the manufacture and sale of the various kinds of mineral water, also of ginger ale and similar preparations, is that of Buff & Rau; it originated as early as 1865, in which year Mr. Jacob Buff and Mr. Max Kuhl, established a factory on the northwest corner of Fourth and Elm streets, where it remained for many years. They opened a branch at Alton, under the management of Mr. Kuhl, after whose death the firm of Buff & Kuhl ceased to exist. It was succeeded by Buff & Rau, Mr. Ferdinand Rau becoming the partner of Mr. Buff. The combined efforts of these two gentlemen resulted in a constant extension of trade so that an enlargement and removal of the plant became necessary. Their factory on Soulard, between Eighth and Ninth streets, is equipped with the best and most complete apparatus for the production of pure and healthful mineral waters for medical purposes and palatable drinks. A large number of hands, under the personal supervision of Mr. Rau, is employed in the establishment, and several delivery wagons serve for the distribution in the city and vicinity. Both partners are men of the highest integrity and active and industrious business men. Mr. Buff occupies for many years the honorable position of Consul for Switzerland, his native country, and has an office for this purpose at 620 Chestnut street.

COLUMBIA MINERAL WATER COMPANY.

Kinloch A1570.

The Columbia Mineral Water Company was established in 1893 by Mr. John D. Bollin at its present location, 1921 and 1923 Lynch and 1920 Congress street. The establishment was enlarged from time to time in keeping with the extension of its trade and is now one of the best equipped in our midst. The product consists in Seltzer, Vichy, Carlsbader, Lithia, Luziusquelle and other mineral waters, also in ginger-ale, orange-cider, Cubanade, crab-apple cider, etc., all of which are prepared with the utmost care. The various mineral waters are of the greatest purity and compounded in strict adherence with the analytic ingredients of the natural waters and are therefore rec-

ommended by many of our prominent physicians; all the other fluids made by the firm are as wholesome as palatable and great favorites with the public. Mr. Bollin gives his whole attention to his business, has met with a well-deserved success and gained the confidence of his customers by fair dealing in every respect. He is also the inventor and patentee of a hermetical syphon-top and supplies many mineral water factories with syphons. He hails from Switzerland, was born and educated in the canton of Thurgau and came here in 1882; being an engineer by profession, he was first and for several years employed in that capacity in the Anheuser-Busch Brewery and devoted his leisure hours to prepare himself for the branch, in which he has been actively engaged ever since 1893. His success is the result of his industry, perseverance and close attention to his business duties.

CRYSTAL WATER COMPANY.

Main 600. Kinloch C11.

Water is the healthiest drink, provided that it is pure. To furnish the purest, therefore the healthiest drinking water, is the aim and purpose of the Crystal Water Company, organized in St. Louis in 1893. The Crystal Water is entirely free from germs and all organic matter as well as from anything in the least detrimental to the human system. This is evidenced by the analysis made by Professor Albert B. Prescott, the celebrated chemist of the Michigan State University, and its salubrious qualities and effects are acknowledged by the most prominent physicians. When we consider what important functions the water we drink has to perform in our system, it becomes obvious that only absolutely pure water can and ought to perform these duties in a perfect and satisfactory way. Crystal Water secures this in the completest manner and is therefore a powerful factor of health and welfare. The plant of the Crystal Water Company was originally located on Channing and Franklin avenues, but occupies now the four adjoining buildings 2020 to 2026 Walnut street, the property of the firm, and equipped with the most modern and approved machinery, extensive laboratories, test apparatus and all facilities for the production of their various preparations,—

among them the Lily brand Crystal Water, especially adapted for family use; Lithia water, Seltzer, Vichy and other mineral waters of hygienic value, Ironkala, an iron tonic of rare medicinal virtue, etc. Mr. Hamilton Daughaday, who was Vice-President of the company since its organization, is now the President and Treasurer, and to his energy and activity is its great success principally due; Mr. Tracy C. Drake is the Vice-President and lives in Chicago, where a branch of the company is located; Mr. Frank J. Casey is Secretary. About fifty hands are constantly employed in the factory. The different products of the establishment are sold and well known in all parts of the United States.

HOERR'S CONDENSED PHOSPHOROUS WATER.

The late John Hoerr of this city devoted years and years to study and experiments for the discovery of a sure and effective remedy, if not even a preventative of rheumatism and gout, these dreadful diseases, whose victims are found in all homes, but especially on the American continent. How well he succeeded is proven by the results of the Condensed Phosphorous Water, invented and exclusively manufactured by the firm. It is acknowledged to be far superior to all similar artificial, and even to surpass in strength and usefulness the natural mineral waters generally prescribed in cases of kidney and liver complaint, rheumatism, gout, indigestion, etc. Hoerr's Condensed Phosphorous water cures or prevents indigestion and can therefore be truly called a safeguard against all maladies hailing from this source. Rheumatism and gout stand foremost in this respect and the sufferers from them should indeed consider the inventor of this water their real benefactor. It contains no mineral ingredients whatsoever, and as the common belief that phosphorus is a poison, is erroneous and without the least foundation, the water is entirely free from anything detrimental to the system, all its substances being pure and wholesome. Mr. Hoerr began the manufacture of this water in 1885 and introduced it first as distilled medicated Phosphor water, but it was too voluminous and therefore too expensive for transportation, so he set himself

to work and found a practical solution of the problem — he succeeded in reducing it to its utmost density in the proportion of 48 to 1, or in other words he condensed the quantity in this degree, preserving all its qualities and beneficial effects in their fullest measure. One dozen bottles of the original water was sold at \$3.00 or \$12 per four dozen, but in its present condensed form the consumer pays only \$7.50 for the equivalent and saves besides in freight. Prominent medical authorities have again and again acknowledged the high value of this remedy and the testimonials of those cured by it are full of its praise. Orders for the Condensed Phosphorous water are promptly filled from the office and Central Depot, recently built and owned by the late John Hoerr's heirs, number 1616 Pine street, St. Louis, and the various agencies in different States of the Union. The management of the establishment lies, since the death of the founder, in the hands of his son, Mr. John Hoerr, who is thoroughly familiar with all the details in connection with the production of this celebrated water.

MEYER-MEINHARDT SODA CO.

Bell Sidney 302a. Kinloch B339.

The Meyer-Meinhardt Soda Company was incorporated in 1890 by F. W. Meyer, Chas. Meinhardt and M. F. Hellery for the manufacture of soda and other high grade carbonated waters and has succeeded in gaining a very extensive trade in the city and its direct vicinity. The factory was first located at 1550 South Seventh street, but in the summer of 1896 removed to number 211 and 213 St. George street, two blocks east of South Broadway, where a substantial double building contains the most approved apparatus and all requirements for the production of the pure and wholesome carbonated beverages, all of which have become great favorites with the trade and consumers. The firm has recently introduced a new and very delicious drink, the Klondike Fizz, possessing an excellent taste and the finest aroma. The establishment employs from twenty to thirty hands, is a model of neatness, all is kept scrupulously clean and is therefore well adapted for the purposes for which it is used. The delivery is at all times very

prompt and all orders are filled with the greatest punctuality, as it is the aim of the proprietors to give their customers all possible satisfaction. Mr. F. W. Meyer is the President and Mr. Phil Lembach the Secretary of the company; and they devote all their time and attention to the management of the business, which has grown from year. The Board of Directors consists of these two gentlemen in conjunction with Mr. M. F. Heilery, the well-known owner of an elegant saloon on Third street opposite the Merchants Exchange and one at North Euclid avenue. A branch of the company for the distribution of its product over a large part of Illinois is located at Champaign in that State, where all the various waters can always be had.

STAR BOTTLING CO.

Kinloch A1541.

The consolidation of several firms devoted to the manufacture of carbonated beverages and mineral waters resulted, in 1898, in the formation of the above company, one of the largest of its kind in the city. The original partners and incorporators were Henry Kruse, Dr. Jno. Cornwall, Meyer Pearl, H. Rubenstein, and some eight or ten others, but a reorganization took place in 1900, since which time Messrs. Geo. R. Ford, Wm. Freudenan, D. A. Grant, Henry Kruse and Floyd E. Busch are the shareholders, and at the same time the Directors of the corporation, with Mr. Geo. R. Ford as President, and Mr. Wm. Freudenan as Secretary and General Manager. The articles of manufacture comprise various kinds of carbonated beverages and mineral waters, including Dr. Cornwall's Tonic Beer (used since 1873), Kruse's Root and Bark Beer (in use since 1888), Ford's Iron-Beef New Century Beer, a non-intoxicating drink which tastes like beer; has all its healthy effects, but does not intoxicate. All these are prepared with the greatest care out of the purest, wholesome ingredients, producing exclusively healthy and palatable beverages of excellent quality. To give the reader an idea of the constantly growing trade of the company we will state that they employ 114 hands during the summer season and fifty in winter, that thirty teams

are required to distribute the output, and that the sales amount to 5000 cases per day in the summer months. The company has two factories, one in St. Louis, 1524, 1526 and 1528 North Fifteenth street, and one in East St. Louis, 921 Collinsville avenue, besides two local depots at 4600 Page avenue and 3256 Arsenal street. The factories are equipped with the most approved apparatus and machinery and it is the constant aim of the company, to supply its customers with the greatest promptness and to their fullest satisfaction. The remarkable success of the company is in a great measure due to the energy and activity of the efficient General Manager, Mr. Freudeman, who belongs to one of the oldest St. Louis families, his father having come here in 1833, and who is well known in business and social circles. The continued growth of the company made a larger capital necessary and it was therefore recently increased from \$30,000 to \$100,000.

ST. LOUIS DISTRIBUTING AGENCY OF THE VERONICA
NATURAL MEDICINAL WATER.

Kinloch D395.

The Veronica Medicinal Water is nature's own product and not an artificial compound; it comes from the springs near Santa Barbara in California and contains most of if not all the ingredients for which the waters of Carlsbad, Marienbad, Kissingen and other European watering places are so celebrated. The curative properties of the Veronica Natural Spring Water are testified to by thousands of former sufferers, who found relief and regained their health through its use and it is highly recommended by some of the most prominent medical authorities. The Veronica is used with the greatest advantage for liver and kidney complaints in cases of headaches, dyspepsia, biliaryness, blood impurities, rheumatism, nervousness, general debility, insomnia, etc. It is a tonic of great strengthening quality and significant effect, and can be used by persons of all ages, from the baby; whose bowels need regulation, to the octogenarian, whose constitution requires a stimulant. It is sold by all druggists and mineral water dealers

in the original bottles, containing one-third of a gallon, filled at the springs and hermetically sealed, so that none of its value is lost or diminished before it is consumed. St. Louis has been chosen as the distributing point for this part of the country, and a general agency has been established here some time ago at No. 1033 Chouteau avenue, under the management of Mr. C. W. Perkins, who has won a host of friends since he is in our midst, and who can be found at his post from morning til evening, ever ready to attend to the wishes of old and new patrons, and to give the fullest information about the justly celebrated Veronica Natural Mineral Water of Santa Barbara, which, in course of time, is bound to take the place of imported mineral waters and reduce the number of those who go across the ocean from year to year in search of health at the various springs of Europe.

THE DAIRY INDUSTRY.

The consumption of dairy products in a city of such magnitude as ours is naturally very large; the quantity of milk and cream used daily and brought here by rail from a few large dairies, if exactly ascertained, would astonish the reader, so immense is the same. This supply comes chiefly, as already said, from only a limited number of great dairy establishments and we take pleasure in pointing here to two of these, calling especially the attention of our lady readers to them.

GRAFEMAN DAIRY COMPANY.

Bell Main 1291. Kinloch C930, 1754.

It was a modest beginning, when Mr. Wm. Grafeman opened a dairy business in number 2026 Franklin avenue in 1883, first very likely for the accommodation of the immediate neighborhood and the adjacent district. But it soon expanded over a wider territory, grew from year to year, and stands since quite a while in the front rank in the branch. During the nineteen years of its existence additions and improvements have constantly been
29K

made in accordance with the continued growth of its trade. Where in times gone by one store was sufficient, three more became necessary, namely 2020, 2022, 2024 and 2026 on that great thoroughfare, Franklin avenue, and when still larger quarters were needed a new building was erected, covering four lots, numbers 2101, 2103, 2105 and 2107 Morgan street. The entire plant is equipped with the most approved machinery, all modern arrangements, refrigerators, cold air supply, etc. The greatest attention is paid to cleanliness in every department. The milk, cream, butter and cottage cheese (Schmierkaese) distributed by the Grafeman Dairy Company all over the city and suburbs, are unsurpassed in purity and taste, and the same can be said of the ice-cream, which is sold in enormous quantities on account of its richness and fine flavor. The present firm was incorporated by Mr. Grafeman in 1894; the officers of the company are: Wm. Grafeman, President and General Manager; J. J. Hopson, Vice-President, and Victor Diesing, Secretary. The Board of Directors consists of Wm. Grafeman, J. J. Hopson, Jas. H. Roach, Henry Simon and Cyrus C. Mannebach, all well-known citizens of the best standing in the community, fully deserving the great success of their activity and enterprise, which gives steady employment to 125 persons. A branch of the company is located at 1700 Franklin avenue.

WM. KLAUSMEIER, Pres.
WM. LOCHMILLER, Vice-Pres.

ALWIN ROBYN, Sec. and Treas.

WESTERN DAIRY CO.
DEALERS IN
PURE MILK AND CREAM
ALL KINDS OF DAIRY PRODUCTS.
FRESH COUNTRY BUTTER DAILY.

1908-1910-1912-1914 Franklin Ave.

ST. LOUIS.

Telephones: Bell Main 2100. Kinloch C933.

MANUFACTURERS OF

PURE ICE CREAM AND FRUIT ICES.

E. COUPER, Mgr. Ice Cream Dept.

BAKERIES.

The first steam bakery in the West was established about sixty years ago, and was at the same time the first of its kind in St. Louis. The late Joseph Garneau, the son of an old French family, whose ancestors had settled in Canada as early as 1650, erected it on Sixteenth and Morgan streets for the manufacture of crackers. Two or three similar bakeries sprang up in course of time, but none of them were devoted to bread making, which was introduced a good while later. Bread made by the process adopted in steam bakeries has, in a great measure, superseded that made by hand, the saving of time and labor being now a days the acme in all industrial branches. In this particular one the establishments, of which we speak below, may be considered the largest and best known this side of the Mississippi.

FREUND BROTHERS BREAD CO.

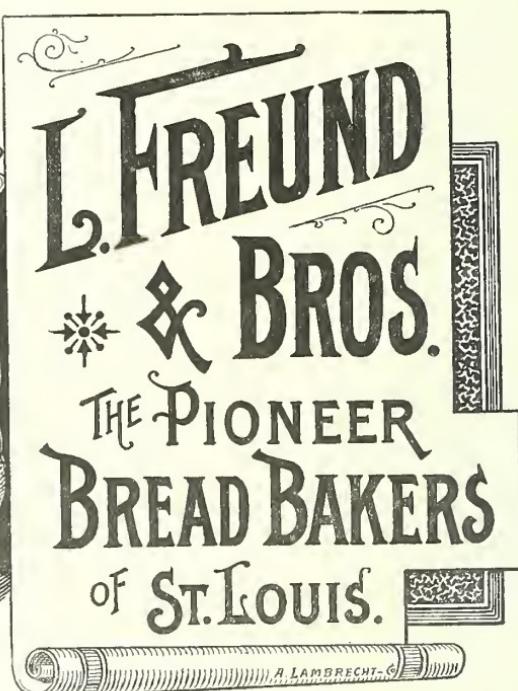
Bell Blue 1181. Kinloch B769.

More than half a century has passed since Mr. Morris Freund, the father of the present owners, established a bakery at 917 Soulard street. St. Louis was at that time a small city compared with to-day, and Freund's Bakery was likewise a small concern, but both grew in course of time and became very large, the city as well as the bakery. It did not take long to make Freund's bread famous, first in French Town, as the southern part of the city used to be called in former years, but soon all over town, and there is to-day hardly a part of the city where the delivery wagons of this bakery are not seen. The three sons, Messrs. Leopold, Simon and Fred S. Freund, became familiar with all the details of the business when quite young as their father's assistants, and when, some twenty-five years ago, the founder of the establishment was called from our midst, his sons continued it as his worthy successors. The Pioneer Bakery, which name it bears on account of its fifty years' existence, had naturally a very modest beginning; a shop containing one oven, a small store and a single one-horse wagon were sufficient

during the first couple of years. To-day, and for many years, eight ovens and ten wagons are necessary to supply the daily demand for Freund's bread and rolls and the establishment comprises nearly a half block, viz., from 913 to 921 Soulard street. Additions to the original place had been made from time to time, but the erection of an entire new shop had



TRADE MARK.



been deferred until 1901. The same is a substantial building, its interior well adapted for its purposes and equipped with ovens and appliances of the newest construction. The bread furnished to private consumers, hotels, restaurants, grocers and other dealers is made of the best wheat and rye flour, the former coming from Minnesota and Kansas, the latter from Wisconsin, and it is always prepared with the greatest

care, pure and wholesome. Forty hands are employed by the firm, whose trade is exclusively local. The Freund Brothers Bread Company is incorporated. Mr. Leopold Freund is the President; Mr. Simon Freund, Vice-President, and Mr. F. S. Freund, Secretary. They are active, energetic business men of the highest integrity, reliable in all their transactions and at the same time estimable citizens. The firm is represented on the floor of the St. Louis Merchants Exchange by Mr. Leopold Freund, who is also a director of the South Side Bank.

MCKINNEY BREAD COMPANY.

Bell Main 2213. Kinloch C975.

It affords us great pleasure to speak of the McKinney Bread Company, as it is one of the greatest industrial concerns of which our city can boast. Among the necessities of life, bread precedes all others, and the making of good bread forms therefore one of the most important branches of human activity and skill; it has long ago become a veritable science within the realms of industry and those who supply the masses with good bread are real benefactors of mankind. The McKinney Bread Company furnishes such bread, not only to the inhabitants of St. Louis and vicinity, but sends it daily by railroad to a number of Western, Southwestern and Southern States. The bakery exists for more than twenty years; it was founded in 1881 by Mr. John E. McKinney and was first located at Ninth and Mound streets, afterwards at 2841 and 2843 Manchester avenue, and occupied since many years the large building on the southeast corner of Sixteenth street and Franklin avenue, but the constant increase of trade compelled the company to provide for much larger accommodations in the near future, and this led to the purchase of an extensive piece of ground on the northwest corner of Jefferson avenue and Carr street, on which a massive structure of appropriate dimensions has been erected, which will soon be ready for occupancy. This building will contain machinery of the newest and most approved construction and will be equipped with all modern facilities known to this branch of industry. It will with one word be an establishment of which its owners may well be

proud, as it clearly shows the remarkable development from a comparatively small beginning to its present size. One hundred and fifty persons are employed in the various departments under the directions of experienced foremen. The incorporation of the company took place in 1891, with John E. McKinney and George N. Meissner as incorporators, the former being the President, the latter the Secretary, and these two gentlemen and I. J. McKinney form the Board of Directors. Mr. John E. McKinney is a native of Iowa, came to St. Louis when a child (in 1861) and has made this city his permanent home; he exercises a general supervision over the whole establishment, is at his post from morning till night and the success of his enterprise is chiefly due to his activity and business ability. He is ably assisted by Mr. Geo. N. Meissner, and it is the constant aim of the company to give its customers, the consumers as well as the trade, the fullest satisfaction in reference to quality and price. The company commands very ample means and has all the facilities to enable it to compete favorably with the largest bakeries in the country; it has gained a well-deserved reputation for fair and liberal dealing, which has resulted in the continued growth of trade.

THE OLD ROCK BAKERY.

Kinloch B647.

"The Old Rock Bakery" has been a household word with the inhabitants of St. Louis for nearly half a century, and its patrons by this time comprise three generations; the grandfathers and grandmothers of the young men and women who at present partake of their lunch in the establishment, commenced to buy their bread from this bakery in 1854; their sons and daughters continued to do so, and it is now the third generation who enjoy the good things emanating from the old landmark on what is now Lucas avenue, between Fourth street and Broadway. The original building dates back to 1846, and served for eight years as a residence, but was then changed into a bakery by Kendall & Holmes. It has remained a bakery ever since, but great were the changes which took place during this long period. The house used by Kendall & Holmes measured 32 by 20 feet, and was

only one story high — to-day the premises cover a space of 50 by 120, and little is left of the original building except the rough stone wall in front. The outbreak of the civil war in 1861 caused a great demand for crackers and hard tack for the army, and the firm secured large government contracts, necessitating the erection of a large cracker factory on the other side of the street. In 1855 Mr. Kendall sold out his interest to Mr. Holmes, who in turn in 1868 sold out to Mr. E. Hamburger, who for many years had been an employee of the old firm; Mr. F. W. Henze had been his partner for three years, superintending the business during that time and then bought Mr. Hamburger's interest, thereby becoming the sole owner of the Old Rock Bakery, which under his proprietorship developed into one of the largest business enterprises in our city. The stagnation, prevailing in every branch of trade after the war had ceased, was greatly felt in St. Louis during the following years and was still unabated when Mr. Henze became the owner. Two ovens, standing in a shed in the rear, were sufficient; and a handcart, propelled by a colored man, supplied the customers mornings and evenings with bread; this mode of delivery was soon abolished by Mr. Henze, and a handsome wagon, drawn by a double team, substituted for it. This was only one of the new features which signalized the enterprise and activity of the new proprietor, whose long practical experience made itself felt in every direction. He succeeded in securing the very valuable river trade and to hold it up to the present day in spite of great opposition. In 1887 four large ovens took the place of the two small ones heretofore used and a lunch room was added, in which the products of the bakery were served; this gave an additional space of 30 by 70 feet and became so popular that a separate lunch room for ladies (24 by 70) was opened in course of time, so that the premises cover now a total floor space of 600 feet square; it may be mentioned that the fitting up of this ladies' lunch room cost over 6,000 dollars, its interior combining comfort with beauty. This, and the superior quality of everything served there, is duly appreciated by the numerous patrons of the establishment who can be found there day after day. The constant extension of trade made the incorporation of

the business advisable. The same took place in 1893, with F. W. Henze, as President; J. W. Smith, Vice-President, and Edward Meyersieck, Secretary and Treasurer. Mr. Smith had become an employee of the firm as early as 1874, and Mr. Meyersieck in 1877, and their participation in the ownership and management was, therefore, a just reward for long and faithful services. The remarkable success of the Old Rock Bakery, the enviable favor in which it is held by the public, is the well-deserved result of fair dealing, energy and unceasing activity, and it speaks volumes for the manner in which the establishment is conducted, that out of twenty male employees five have been in continued service from twenty to thirty years, and in the lunch room department, where thirty-four girls are engaged, six have been permanently employed from eight to thirteen years, all of which is certainly the best evidence of the harmonious co-operation of the proprietors and the good relations between employers and employees.

WELLE-BOETTLER BAKERY CO.

Bell Lindell 199. Kinloch C334.

The public's health and welfare depends not only upon the sanitary conditions of a city, but just as much upon the wholesomeness and purity of its food. Grain, especially wheat, is generally called the staff of life, but we may with the same right give that name to the bread we eat. Good sound bread, free from all ingredients detrimental to the human body, is therefore a necessity for our health, and such bread is produced by the Welle-Boettler Bakery Company, whose founder, Mr. Albert F. Welle, commenced operations in 1874, in which year he purchased a large bakery at Twenty-second and Biddle streets. The increase of business demanded larger quarters which were secured in 1879 on the south side of Morgan between Seventh and Eighth streets. Two years later a copartnership was formed under the name of Welle & Co., by Mr. Welle, his brother-in-law Adolph Boettler, and Henry Ruhe, both of whom had been connected with the establishment from its beginning. The removal to Morgan street proved to be of the greatest value, the trade grew

from year to year so that repeated additions to the bakery proper, the storage rooms, etc., had to be built until four houses and lots were occupied by the firm. The incorporation under the present name took place in 1887 with A. F. Welle as President, Hy. Ruhe as Vice-President and Ad. Boettler as Secretary and Treasurer. The death of Mr. Welle occurred in August, 1893, whereupon his widow succeeded her husband in the ownership of his interest, and became the Secretary of the company, Mr. Boettler being its President, Mr. Rube,



the Vice-President, and Miss E. Boettler Assistant and Acting Secretary. The Morgan street property, large as it was, became in course of time inadequate for the constantly extending business, and this resulted in 1898 in the erection of a magnificent building on the corner of Vandeventer avenue and Forest Park boulevard, owned by the company, and equipped with the most modern machinery and appliances now in use. The interior arrangements of the different departments was planned for the specific purpose, to secure the most perfect and, at the same

time, economical and time-saving handling of flour and all other operations pertaining to bread-making. A great deal of the work is done by machinery, moved by electric power, produced on the premises, furnishing also electric light for all parts of the building, it is kept scrupulously clean from cellar to roof, making the entire establishment a model of its kind. The bulk of the business is the wholesale trade, twenty wagons being necessary to supply customers in the city and vicinity, and about 100 hands are employed in the bakery. The retail trade deserves special mention, as it offers its patrons a full assortment of all kinds of cakes made by experts from the best material.

UNION BISCUIT CO.

Bell Main 1713. Kinloch D1695.

Not in the Trust. This fact is nowadays so important and of so much value to the consumer that we place it in advance of everything else we wish to say about the Union Biscuit Company of St. Louis. The same was organized and incorporated in 1899 by Adolph E. Winkelmeyer, Hartwell B. Grubbs and Harry W. Stegall, who are its officers as President, Vice-President and Manager, and Secretary and Treasurer respectively. The Board of Directors consists of these three gentlemen and L. H. Woestman, H. Gideonson and A. H. Smith. The company manufactures a high grade of crackers, pies, fancy cakes and biscuits, and uses exclusively filtered and boiled water so that all its products are entirely free from germs and impurities, and, therefore, wholesome and exceedingly pure. The price list of the company, illustrated and very explicit, enumerates the hundreds of articles which form the output of the factory, and describes the manner in which they are packed and shipped. Of the various brands which have made the output of the Union Biscuit Company so justly celebrated for their unsurpassed quality we will only mention a few: The Union Soda Crackers, the Una Package Soda Crackers, the Giant and the Elk brand, a full assortment of wafers, and a great variety of cakes, all of which have won the admiration of the public, and are preferred to all others for family use, on steamboat and other excursions, and sold and known all over the United States

for their superior quality. It is the constant aim of the company, to furnish the trade with the best of goods, thereby giving the fullest satisfaction to the consumer. The Union Biscuit Company is in fact the only independent cracker factory in the State of Missouri and not like certain others, merely a blind in the interest of the cracker trust. The factory, located at the northwest corner of Sixth and Carr street, is equipped with the most approved and modern machinery and all possible facilities. The greatest care is given to the filling of orders, large or small, and only fresh articles are sent out. About 300 persons are employed in the various departments of the firm. President Winkelmeyer, Manager Grubbs and Secretary Stegall devote all their time and energy to the conduct of the permanently growing business, which has in a comparatively short period gained a remarkable success and the well-deserved confidence in all parts of the country. Mr. A. E. Winkelmeyer was for many years the Vice-President of the Alkire Grocery Company, one of the oldest in its branch; he is a man of great activity and business qualifications and these are shared by his associates and all of them enjoy the respect of the business community and the high esteem of a large circle of friends.

THE HARDWARE TRADE.

One of the few business branches which, even in earlier years, made St. Louis the center of an extensive trade, was the hardware branch. This was chiefly due to two specific causes: the immense river traffic between St. Louis, St. Paul and New Orleans made our city the distributing point for the North, West, South, and Southwest and the boats running on the Missouri river secured the trade of another vast territory; hardware of all sorts, but especially for building purposes, formed one of the principal necessary commodities and therefore a very large part of freight. The other cause by which St. Louis became the great distributing point, was not less natural; the hardware manufacturers of Pennsylvania, particularly of Pittsburgh, sold a large part of their output to St. Louis jobbers and wholesalers and this gave our city

a prestige in this line, which it still possesses. It gives the writer great satisfaction to speak in this connection of the oldest local firm in the hardware trade by referring to the

NORVELL-SHAPLEIGH HARDWARE CO.

Bell Park 680. Kinloch B475. Builders Department Bell Main 2477.

This mercantile house will celebrate its sixtieth anniversary, in other words its Diamond Jubilee, in 1903, it being the offspring and successor of Rodgers, Shapleigh & Co., which firm had been founded in 1843 as a branch of the old hardware house of Rodgers Brothers & Co. in Philadelphia. It was in the last named year, when Mr. Augustus F. Shapleigh, who for thirteen years had been connected with the firm, was sent here in order to open a branch house in St. Louis, this city having been selected as the best adapted distributing point for the West and Southwest. The new firm of Rodgers, Shapleigh & Co., soon gained a large patronage and stood within a comparatively short time in the front rank of the wholesale hardware trade. After the death of the senior partner Mr. Shapleigh formed a copartnership with Thomas D. Day, under the name of Shapleigh, Day & Co., which firm remained in existence from 1847 to 1863, in which year Mr. Day retired from business, whereupon Mr. Shapleigh continued operations under the name of A. F. Shapleigh & Co., until 1880, when it was succeeded by the Shapleigh & Cantwell Hardware Co. The withdrawal of Mr. Cantwell in 1888 caused another change and the incorporation of the A. F. Shapleigh Hardware Company, which in turn became the Norvell-Shapleigh Hardware Co. on July 1, 1901, soon after the retirement of the elder Mr. Shapleigh from activity. (His death occurred on the 27th of February, 1902, after a long and useful life.) The present corporation was formed by Messrs. R. W. and A. L. Shapleigh, A. Shapleigh Boyd, S. Norvell, W. G. Yantis, Taylor D. Kelley and H. B. Gordon. Mr. Norvell had for many years been a vice-president of the Simmons Hardware Company, Mr. Kelley a department manager in the same house, in which Messrs. Yantis and Gordon had likewise held responsible positions. The valuable experience thus acquired by them added to

that of the Messrs. Shapleigh, who had grown up in the same branch from early manhood, gives this formidable association of active, energetic business men a particular prestige, and placed the rejuvenated old firm at once side by side with its most prominent competitors in the country. The firm was from 1843 to 1886 located on the east side of Main between Locust and Vine streets, during the following four years in the adjoining block north; the removal to the northwest corner of Fourth street and Washington avenue took place in 1890, but even this large place has become inadequate for the demands of their constantly growing trade, which has reached such dimensions that much more room and greatly increased facilities are necessary, and they will be secured in their new building, now in course of erection, which will cover the entire block between Fourth and Third streets, Washington and Lucas avenues. This massive modern structure will be entirely fire-proof, the best commercial building in the city, affording unsurpassed accommodations for the handling of goods and the transaction of business in the various departments, which in fact form a little world of its own, comprising offices, sample and salesrooms, elevators, packing and shipping rooms, etc. The fullest assortment of all kinds of hardware, from the smallest to the largest article, including cutlery, guns, chains, anvils, mining machinery and builders supplies, is always kept in stock, aside from the several stores in the two spacious warehouses of the company, standing close to railroad tracks, which connect them with all the freight depots. The greatest care and attention is scrupulously given to the filling of all orders and the promptness with which they are invariably executed deserves special mention. The following are the officers and directors of the Norvell-Shapleigh Hardware Company: S. Norvell, President; R. W. Shapleigh, First; W. G. Yantis, Second, and Taylor D. Kelley, Third Vice-President; A. L. Shapleigh, Treasurer; H. B. Gordon, Secretary, and A. Shapleigh Boyd, Assistant Secretary. The principles of reliability and integrity, laid down by the founder of this vast mercantile establishment, are strenuously adhered to by his sons and other successors, the result of which is found in the well deserved success and enviable standing the firm enjoys in every part of the United States.

R. H. FOLLENIUS MARBLE WORKS.

The many cemeteries of our city naturally contain an endless number of monuments and grave stones, erected to the memory of those dear ones who preceded us into eternity. This sacred custom hails from the most ancient nations of the world, and has ever since been observed in all civilized countries, creating a special branch of art, that of the sculptor, or, as he is often called, marble cutter. Several firms in our midst represent this industry, the oldest of them being the R. H. Follenius Marble Works on Chouteau avenue, two doors west of Broadway, established in 1863 and therefore nearly forty years in existence. Artistic skill in the execution, or originality and taste in design, are the conspicuous qualities of all work coming from this establishment, the products of which are seen and admired in almost every St. Louis cemetery; they are unsurpassed in beauty and workmanship, always executed under the personal supervision of Mr. Follenius, who devotes all his time and ability to his profession, whose constant aim is to give his patrons the fullest satisfaction and who is well known for his reliability in all his transactions. The material used is exclusively the best marble or granite and the greatest care and skill is bestowed upon the inscriptions, which after all form the most important part of a monument. Designs and estimates are cheerfully prepared on application by the proprietor of the works, who can be found in his office from morning till evening ready to give all desired information to those who wish to avail themselves of his services.

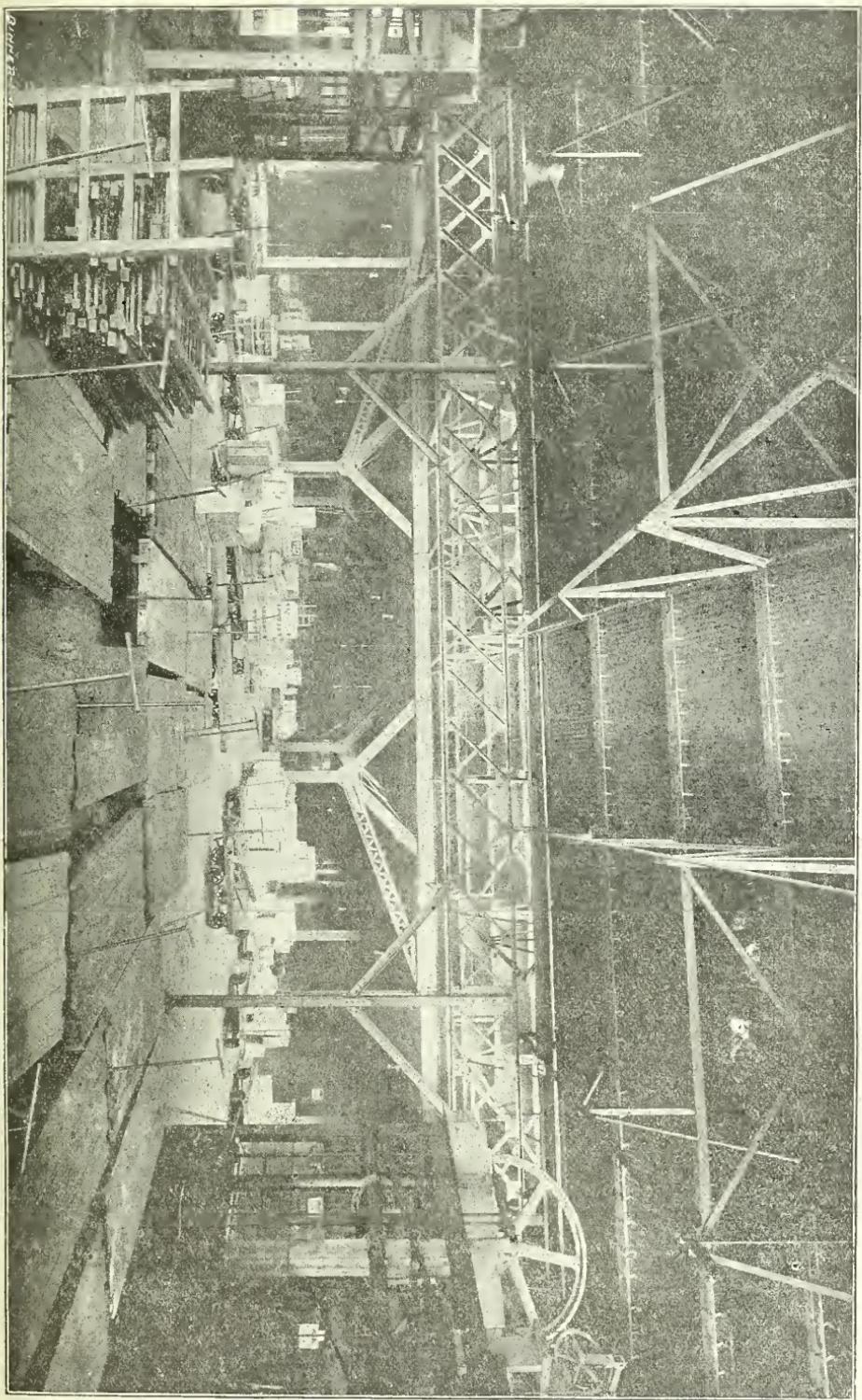
CUPPLES STATION.

This is the name by which the ground and buildings of the St. Louis Terminal Cupples Station and Property Co. are generally known here and elsewhere. When Mr. Robert S. Brookings contemplated to establish Cupples Station, and when he and Mr. Samuel Cupples erected the various edifices of which we speak.



on the following pages, they gave St. Louis the most important and most valuable auxiliary institution for its trade and commerce. Cupples Station has, in fact, no rival in the whole world and there is no equal to it in any of the largest commercial centers on either side of the Atlantic. A verbal description can hardly give an adequate idea of this enterprise in all its details. It is a mammoth freight depot, with unsurpassed facilities for the transaction of an enormous business and the handling of merchandise amounting to more than one thousand tons per day. It covers an area of over thirty acres, contains a floor space of one and a half million square feet, and consists of a number of blocks of massive seven story buildings, bounded by Seventh, Eleventh and Poplar streets and on both sides of Spruce street. The tunnel of the Terminal R. R. Association runs through Cupples Station and connects it with all the railroad lines that come to St. Louis, and the transferring of goods to and from the warehouse is done by a system of hydraulic pressure elevators which connect the different stories of the building with platforms on the car level. The platforms, shipping rooms and truck-ways are strictly fire-proof, and entirely cut off from the buildings proper, so that the station business can be carried on before the opening and after the closing of the stores.

The principal purpose of Cupples Station is to furnish wholesale merchants and manufacturers with store-rooms so arranged that, being adjacent to switch tracks, the necessity of carting goods through the streets is entirely done away with. In other words, almost all of the heavy trade of St. Louis, amounting to many hundreds of millions of dollars annually, is done practically under one roof. In all other cities merchandise is carted twice; in St. Louis it can be said that it is not carted at all. Goods from other points in America and from foreign countries are billed directly to Cupples Station and shipped to buyers from the same spot exclusively by rail. The saving of costs and time in the conducting of business was one of the chief objects of this great undertaking, and experience has proved how perfect this problem was solved; goods worth many millions of dollars are annually handled in Cupples Station with a minimum of expense and with the least consumption of time, — econ-



omy and speed have never before played such a conspicuous part in the transaction of business as here. The principal building stands upon the site of the old Center Market; under its roof are the offices, sample rooms, and warehouses of many of our most prominent wholesale grocery firms and those of the Samuel Cupples Woodenware Co. It is a world of its own, a human bee-hive on a large scale, in which active, fertile brains and busy hands are uninterruptedly at work from morning till night. Its interior arrangements were planned with the utmost care, space was used to the greatest advantage and all modern contrivances and appliances were brought to use, securing practicability, combined comfort to all the occupants from the head of the firm to the porter and errand boy. All the other buildings within the boundaries of Cupples Station are just as fully equipped with the most approved facilities and the aforementioned details refer to them just as well. The basements of these many warehouses are traversed by a network of railroad tracks and all the other stories up to the roof are connected with them.

Where once a dilapidated market-house and a number of dwellings of little value stood, and several lumber-yards covered considerable ground, is now the center of a vast trade with stately buildings of which our mercantile community and the city at large may justly be proud. For this, St. Louis is indebted to two of its foremost citizens—Mr. Samuel Cupples and Mr. Robert S. Brookings, the founders of the St. Louis Terminal Cupples Station and Property Co., organized in 1891. The partnership of these gentlemen, which in course of time ripened into the warmest friendship, dates back to more than thirty years ago, during which period the Samuel Cupples Woodenware Co. became a household word from Lake Superior to the Gulf of Mexico, and from Maine to the Pacific Coast. The sales of this firm amount to more than those of all the other firms in the country devoted to the same branch. The officers of this Company are: Messrs. S. Cupples, President; R. S. Brookings, First Vice-President; A. W. Benedict, Second Vice-President; M. B. Wallace, Secretary; and E. S. F. Pierce, Treasurer, who is also Secretary and Treasurer of Cupples Station.

Both Mr. Cupples and Mr. Brookings have for years and

years donated large sums for educational purposes, especially to the Washington University, which has repeatedly been the recipient of their liberality, but their recent gift to this institution has no parallel. It was on the last day of May, 1900, when they transferred all the property included in Cupples Station to Washington University. The value of this magnificent donation is nominally set at three millions, but it is in reality worth four millions. It will be known as the Samuel Cupples and the R. S. Brookings Endowment. Mr. Brookings is since many years the President of the Board of Trustees of the University and will remain President of the Property Co. and officiate as its general manager, guarding the University's interests in this direction and without any emolument to himself, so that the University may derive the greatest possible benefit from his and Mr. Cupples' generosity.

THE GROCERY TRADE.

St. Louis had a large grocery trade long before it became a big city; sugar and rice, the products of the South, were shipped from New Orleans to this port, to be distributed by St. Louis firms over the Western States and the whole Mississippi valley and the same may be said in reference to coffee, which was imported via New Orleans and later on by way of New York. The river afforded and still affords cheap transportation between New Orleans and here for Southern products and commodities and the improved railroad connections with the East could not fail to give the grocery trade great advantages, which materially assisted in making this city the chief distributing point for everything included in that branch. The wholesale grocery houses form an important part of our business community and their sales have grown with every year. The receipts of sugar in 1901 were as follows: 597 hogsheads, 438,735 barrels and 563,405 bags; of coffee 374,700 bags; of rice 173,105 bags and barrels; molasses and syrups 54,698 barrels and 1,940 kegs. The staples do by no means represent the entire trade in groceries and even not one third

of it, as the branch comprises canned goods, flour, many articles of prepared food, soap, tobacco, cigars and a great variety of household necessities, for instance, wooden-ware, brooms, etc. A special feature, which in course of time has risen to great importance, is the roasting of green coffee and grinding and packing it in various sized quantities ready for consumption. Most of the firms devoted to this branch of the business also prepare spices of all kinds for the market and the different St. Louis brands of these articles are known far and wide and justly celebrated. The volume of sales naturally varies according to trade conditions in general, increase and decrease of consumption and many other influences, but the average amount per year may be set down at from seventy to eighty million dollars.

C. F. BLANKE TEA AND COFFEE CO.

Bell Main 967. Kinloch A204.

It must be a great satisfaction to the owners of this firm that they succeeded within the comparatively short period of fourteen years to build up the vast trade which they command and the reputation enjoyed by them. When Mr. Cyrus F. Blanke established the business in 1889, it was a rather small beginning, but it soon developed into larger dimensions, grew more and more year after year, and is now not only the largest house in its line west of the Mississippi, but owns the most complete plant in the whole country, as far as the roasting and handling of coffee is concerned. The house No. 10 South Second street, in which the firm commenced business, proved too small in a very short time, so that three adjoining houses had to be added, but even these became insufficient, and much larger quarters had to be looked for. The five-story building on the northeast corner of Seventh street and Clark avenue, where the St. Louis Medical College formerly stood, was secured and equipped with the newest and most complete machinery, giving the firm all desirable facilities and accommodations for the transaction of its extensive trade, including a can factory, a box factory and a printing office, all exclusively for their own use. The company devotes itself to the importation and selling of tea, coffee and spices, and the

volume of trade is so large that the number of employees approaches nearly two hundred and fifty, of which over forty traveling salesmen are constantly on the road from the Atlantic to the Pacific and from British Columbia to the City of Mexico. The fullest assortment of all these articles is always kept on hand, enabling the firm to fill all orders without delay. We wish to call particular attention to two special brands of coffee placed on the market by this firm: the Exposition coffee and the Faust Blend, both unsurpassed in quality, the latter bringing a higher price than any other brand. Another specialty of this firm is Kofeko, a malted grain coffee of their own invention and preparation, a very nutritious and healthful substitute for real coffee and especially recommendable for children and nervous people. To their vast trade on this side of the Atlantic the export of coffee to Europe was added during 1900 and thereby a new field was opened for the firm's enterprise. The company was incorporated in 1894 by C. F. Blanke, R. H. Blanke and E. H. Jerrolds. C. F. Blanke is the President, H. A. Vogler the Vice-President and R. H. Blanke, the Secretary and Treasurer; and these three gentlemen are also the directors of the company. The two Blanke brothers are natives of Marine, Ill.; H. A. Vogler was born in this city. Mr. Cyrus F. Blanke is a director of the Jefferson Bank and is well known in mercantile and social circles, fair-minded and liberal and a prominent member of various organizations for the promotion of trade and commerce.

WM. SCHOTTEN & COMPANY.

Bell Main 659. Kinloch B116.

Upon the site of the present Cupples Station stood in former years the Center Market House, with a large open space in front, occupied by vegetable and other market stands. Here it was where fifty-five years ago, that is in 1847, a young man appeared with a chip basket on his arm, containing a few dozen of small bottles filled with mustard, which he had ground and prepared himself with the only use of a hand mill and without any other auxiliaries. He came there every day to sell his mustard to the good housewives, who congregated there, and he did sell

it. The demand for it became greater and greater, so good was its quality, and he was by and by enabled to purchase a horse and wagon and to sell his mustard all over the city. This was the modest beginning of Wm. Schotten & Co., one of the largest importers and wholesale dealers in teas, coffees and spices in the Western States. Wm. Schotten was born in Dusseldorf, which city has a world-wide reputation for the manufacture of table mustard, but when he commenced his small enterprise as a means of livelihood in the new world, he hardly expected the wonderful success which came to him within a comparatively short period. His brother Christian, who arrived here a few years later, became his partner; the business grew from year to year, its location had to be changed several times as more room became necessary. The preparing of spices was first added to the manufacture of mustard; catsup and sauces followed soon; the firm of Wm. Schotten & Bro. became more and more known here and elsewhere, and when the two sons of Mr. Wm. Schotten succeeded their father (Mr. Christian Schotten having previously died), the establishment had become so extensive as to justify a further branching out. Coffee roasting was made a specialty, and so great was the success in this line that this department is now the most important of all. Mr. Hubertus and Mr. Julius Schotten followed in their father's path; they devoted all their ability and energy, combined with a thorough knowledge of all the details, strictest business principles and perseverance, to constant improvements and continued extension of their manufacturing facilities. The fiftieth anniversary (1897) of the house was duly celebrated by taking possession of the magnificent building on the southeast corner of Broadway and Clark avenue, erected for the use of the firm, and with unsurpassed interior arrangements for the roasting, granulating and grinding of coffee and the preparation of the various other articles in which the house deals, including the importation and sale of teas, the manufacture of baking powder, culinary herbs, etc. The present firm name was adopted in 1868. After the death of the founder, Mr. Wm. Schotten, who died in 1874, the management devolved upon the two sons, who conducted the business side by side until the demise of the older, Hubertus, on September 22,

1898, since which time Mr. Julius J. Schotten is the sole proprietor of the establishment, to whose growth he has always contributed so much. He is a very active and intelligent business man of the highest integrity, of culture, and the most affable manners, being a graduate of the St. Louis University; he was, during two terms, the president of the Marquette Club, and has hosts of warm friends in the most exclusive commercial and social circles.

STEINWENDER-STOFFREGEN COFFEE CO.

Bell Main 1335. Kinloch A1066.

The immense consumption of coffee in this country forms a remarkable feature in American life, and makes the import of the article and the preparing of roasted coffee for the market one of the most important branches of trade. St. Louis is the acknowledged distributing center of coffee, tea and spices for the Western, Southwestern and Southern States, and it gives us great satisfaction to point to the Steinwender-Stoffregen Coffee Co. as one of the leading houses in these lines. The foundation of the firm dates back to the second of January, 1876, on which day Julius Steinwender, Hermann Stoffregen and Charles Stoffregen formed a copartnership under the name of Steinwender, Stoffregen & Co. They purchased from Louis Ritsert his coffee roasting and spice plant at 610 Morgan street, and continued the business at this location until larger quarters became necessary. Such were found in the spacious building on North Fourth, Nos. 815 and 817, near Franklin avenue, and extending to Third street. After the withdrawal of Mr. Hermann Stoffregen (1877) the remaining parties continued the business with such success that they resolved to establish a branch in the City of New York for the double purpose of gaining another field for their sales and to make their importations and purchases direct and under their personal supervision. Mr. Steinwender moved to New York in 1885 to manage the affairs of the Eastern branch, Mr. Stoffregen remaining at the head of the St. Louis house, and the great success of the firm must be chiefly attributed to their sagacious co-operation. Fair and liberal treatment of their customers and prudent management brought

the well-deserved result; the New York house ranks to-day the fifth among the coffee importers and the St. Louis firm has no superior in this part of the country. Messrs. Julius Steinwender and Chas. Stoffregen admitted one of their New York employees, Mr. Christian Arndt, into partnership and these three constitute the well-known firm Steinwender, Stoffregen & Co., 87 and 89 Wall street, New York. Here in St. Louis four employees became later on partners in the firm, viz.: Fred. Roth, H. A. Homeyer, B. Brown and J. Bornefels; the present firm was incorporated in 1897 by Chas. Stoffregen, Julius Steinwender, H. A. Homeyer and Fred. Roth, since which time some changes in the ownership took place and the present proprietors are: Chas. Stoffregen, President; Julius Steinwender, Vice-President; C. H. Stoffregen, Secretary, and Julius Bornefels. The firm occupies since several years its own building, 412 and 414 South Seventh street, directly opposite Cupples Station, the center of the wholesale grocery trade and close to all railroad lines. The building is five stories high and has a frontage of 37 and a depth of 128 feet. The ground floor contains large salesrooms and offices, the second, third and fourth serve for the storing of coffee. The most improved roasting plant, having a capacity of 500 bags per day, is placed in the fifth story and is unsurpassed as to the quality of its product. The principal and most favored brands are: Yale (considered the best), likewise Monkey Brands and S. & S. Mocha and Java, Ribbon and Seal, Star and Crescent, all highly praised for their purity and aroma. The firm employs a corps of thirty salesmen and over fifty hands in the factory, many of whom have been with the house for years and years, a fact which speaks just as well for the proprietors as for their employees. No house in this line is able to serve the trade better than they can.

EDWARD WESTEN TEA & SPICE CO.

The long existence of a firm is in most cases an evidence of their success, but there are firms which, though they cannot be considered old, may nevertheless, with all justification, point to a very successful career and with all the more pride

because they achieved these results in a comparatively short space of time. The Edward Westen Tea & Spice Co. belongs to this class. They have been established only seventeen years, but stand in the front rank of our mercantile houses and are considered one of the largest in the entire West. This firm enjoys a reputation of which many an older firm might well be proud. The officers are men in their prime, energetic, wide-awake and pushing, and employ for each place the proper person so that all may work together in harmony and for the general good of the business. St. Louisans may well be proud of such a firm. In 1885 Mr. Edward Westen and Mr. Jno. Rettenmayer formed a partnership and operated a retail coffee and tea store. It was a small beginning, but after continuing in this business several years Mr. Edward Westen, in 1893, withdrew from the retail branch and established an exclusive importing and wholesale coffee and tea business at No. 515 to 521 North Second street. The concern was incorporated with Edward Westen as President, M. Westen, Vice-President, and H. C. Grote as Secretary. The business soon developed into larger dimensions and has since extended to greater proportions than ever, so that in the summer of 1898 they removed to Tenth and Clark avenue, which district forms part of Cupples' Station. The firm has here the very best facilities for the carrying on of their business and for the handling of freight, railroad connections, warehouses, etc., being convenient. In the beginning the Edward Westen Tea & Spice Co. devoted its attention exclusively to the selling and manufacture of coffees, teas, spices, extracts and baking powder, but since taking possession of their present place great attention is paid to the manufacture of extracts, catsups, sauces, mustards and other grocers' sundries. These now constitute an important branch of their business. The sundries department alone employs sixty people, the office force comprises twenty-two employees, besides thirty-six local and traveling salesmen. A large stock of all grades of coffees, teas, spice, etc., from the cheapest to the very finest are constantly kept on hand. The Chemical Laboratory of this enterprising firm covers a space of 8,000 square feet. Same

is in charge of chemists, all of whom have had years of experience in some of the most noted laboratories in this country. It may be depended upon that every article turned out by this firm is wholesome and strictly pure and guaranteed equal to the best on the market. The sales territory embraces Missouri, Illinois, Indiana, Ohio, Kentucky, Tennessee, Mississippi, Alabama, Louisiana, Georgia, Florida, Texas, Kansas, Indian Territory, Oklahoma, Nebraska, the two Dakotas, Colorado and a portion of Pennsylvania, West Virginia, Virginia, Arkansas, Iowa and Minnesota. The present board of directors is composed of Edward Westen, President; M. Westen, Vice-President, and H. C. Grote, Secretary. Mr. Edward Westen the principal owner, to whose energy the success of the company is largely due, is a man of fine attainments, well known and respected in mercantile and social circles and a devoted husband and father. The office management and supervision of salesmen lies in the hands of the Secretary, Mr. H. C. Grote, who possesses rare executive abilities and, like the General Manager of the entire business, President Westen, may truly be called the right man in the right place.

HAAS, LIEBER & COSTE.

Bell Main 2957. Kinloch A369.

Old firms are naturally proud of their age; young firms are by right proud of their success. The long standing of a business firm gives it a certain prestige, and if such is gained by a younger house, the fact deserves particular mention. We point therefore with great pleasure to the wholesale grocery house of Haas, Lieber & Coste, 406 and 408 North Second street, established and incorporated on the first of January, 1898, by Messrs. R. T. Haas, Leslie Lieber and Felix Costie, who are the Directors and officers of the company, viz.: R. T. Haas, President; L. Lieber, Vice-President, and Felix Coste, Secretary and Treasurer. An interest in the business is also held by F. P. Armstrong and John H. Haines. The firm carries constantly a large and well-selected stock of all kinds of groceries, with the celebrated Pilot Brand canned goods as a specialty, and manufactures various lines of grocers' sundries of the best quality. All the partners were

from boyhood up engaged in the grocery branch, having been connected with the F. Smith & Son Grocery Company, one of the oldest St. Louis firms, and only recently retired from the field. The experience of so many years, the thorough knowledge of all the details in the branch, ample means and fair dealing, soon brought a large patronage to the firm, whose owners are active, energetic, business men, devoting the fullest attention to their business, and untiring in their efforts to give their customers all possible satisfaction. The sales of the house cover a large territory, especially Missouri, Illinois, Kansas, Kentucky, and Tennessee, and are constantly on the increase.

JOHN G. KAISER GROCER CO.

Bell Main 141a. Kinloch B251.

It truly means a great deal to be the oldest firm in a certain branch in a city like St. Louis, and this attribute belongs by right to the John G. Kaiser Grocer Company, now for nearly sixty years in existence. It was in 1845 when Mr. John G. Kaiser, at that time a very young man, opened a grocery store on Sixth street and Franklin avenue, and from this modest beginning emanated the large wholesale grocery house on the northwest corner of Franklin avenue and Ninth street. The trade and traffic on Franklin avenue underwent many changes during this long period, there were many ups and downs on this great thoroughfare, just as well as on others, but Mr. Kaiser's business grew from year to year, keeping pace with the growth of St. Louis. He was, in course of time, ably assisted by his sons, Geo. E. and Henry Kaiser, who became identified with their father's business when quite young, and this gave them a thorough knowledge of all the details of the branch. The incorporation under the present name took place in 1896, with John G. Kaiser, Geo. E. Kaiser and Henry Kaiser as incorporators; the senior member of the firm and its founder, John G. Kaiser, was called from earth the year after, since which time his widow and the two sons are the proprietors, Mrs. Mary Kaiser being the President, Mr. Geo. E. Kaiser the Vice-President and Treasurer, and Mr. Henry Kaiser the Secretary, of the Company, and the

same constitute the Board of Directors. The house sells exclusively to dealers and confines itself to city trade and the suburbs; it carries permanently a very extensive stock of everything the retail grocer may require, and the large daily sales secure at all times fresh goods to the patrons of the firm. The great success of the latter is the result of honesty and strictness, fair and liberal dealing with all customers; the business principles laid down by their father are conscientiously adhered to by the sons, who not only inherit their father's good name, but enjoy the same high reputation in business and private life, which was acceded to their worthy ancestor.

LOUIS LANDAU.

ALEX. LANDAU.

LOUIS LANDAU & CO.
FANCY AND STAPLE GROCERIES,
317-319 N. Second. ST. LOUIS, MO.

Bell Main 926a.

AUGUST NASSE.

Bell Main 2065. Kinloch A171.

This firm is of comparatively recent date, but the owner, Mr. August Nasse, is one of the oldest wholesale grocers in our city, having been connected with this branch of business for more than forty years. He was born in 1837 in Augusta, St. Charles County, as the son of Dr. Nasse, one of the first settlers in that part of Missouri, and afterwards proprietor of a drug store in Hermann, and for many years the coroner of Gasconade County. Mr. Nasse finished his education in St. Louis, and has remained here ever since, making this city his home and the field of his activity. He entered a wholesale grocery house when quite young, serving in different capacities, and acquiring a thorough knowl-

edge of all the details in the branch, so that he was admitted to partnership in the firm of Fink, Goldschmidt & Co. on January the first, 1867. After the withdrawal of Mr. Bernard Goldschmidt, in 1869, the business was continued by Capt. Conrad Fink and Mr. Nasse, under the firm name of Fink & Nasse, in which the junior partner soon became the leading spirit and chief manager. Up to 1873 they were located at 19 and 21 South Second street, and from that time on till 1895 at Numbers 13, 15, 17 and 19 North Main street, whereupon they removed to Ninth and Spruce streets. The present firm was established by Mr. Nasse, May the first, 1899, at 809 North Fourth street, which building, like so many others, was totally destroyed during the great fire on the fourth of February, 1900. New and larger quarters were immediately taken and the business carried on without any interruption at Numbers 209 and 211 North Second, between Pine and Olive streets, where Mr. Nasse and his three sons will be found from morning till evening, always ready to serve their customers and to execute orders from an extensive stock with the greatest care and promptness. Mr. Nasse has won for himself an enviable reputation as a man of strict business principles and highest integrity in all his transactions and his sons are imbued with the same maxims which have formed the basis of their father's well-deserved success and the esteem in which he is held by all who know him.

ADAM ROTH GROCERY COMPANY.

Bell Main 1606, 1607. Kinloch B129, 139.

The growth of this firm forms a parallel to the growth of St. Louis, both developed from a very small beginning to extraordinarily large dimensions, and the history of the former is like that of the latter, one of continued expansion, success, and prosperity. Mr. Adam Roth opened a small retail grocery store on Spruce and South Fifth street (now South Broadway) in 1848, and had the rare satisfaction to celebrate the fiftieth anniversary of his business career, 1898, one year before death ended his active and useful life. He conducted the retail grocery during twenty-

seven long years and went into the wholesale business in 1875, at 109 and 111 North Main street, where his two oldest sons, Geo. A. and John H. Roth, became his partners in 1885. The constant extension of their business required larger quarters within a few years and caused the removal in 1891 to Cupples' block, whose direct railroad connections and receiving, shipping, and other facilities have no parallel in this or any other country. The Adam Roth Grocery Company, under which name the incorporation took place in 1885, devotes itself to the sale of all kinds of groceries and grocers' supplies, domestic and imported, and to the manufacture and sale of food products, so well-known as the Squirrel, White House, and Drum Brands, and the celebrated Early Breakfast Coffee. These articles are made in a separate factory building (604 S. Seventh street). The general offices, stores, and warehouses occupy several buildings on Seventh and Poplar streets. The house is known for its strict business principles and fair treatment of all its customers and has, aside from its immense local sales, a very large trade in the West and South with a working force of over 100 employees. The officers of the company are: Geo. A. Roth, President; Will K. Roth, Vice-President; John H. Roth, Secretary; Edw. B. Reith, Treasurer; and Alfred M. Roth, Superintendent.

WULFING, DIECKRIEDE & CO.

Bell Main 366. Kinloch A123.

This house was originally known under the name of H. Gildehaus and Co., established 1858 by Henry Gildehaus, Chas. B. Dieckriede, and Chas. Wulffing, and is therefore one of the oldest wholesale grocery firms of St. Louis. Mr. Gildehaus came here during the first half of the forties and was for many years engaged in the retail grocery business up to 1858, in which year he embarked in the wholesale trade, associating with himself Messrs. Dieckriede and Wulffing. After the death of the senior partner, which occurred in 1871, the business was continued by the surviving partners under the old style until 1876, when the present firm name was adopted. They were first located on the west side of Second, between Market and Chestnut, but occupy since

nearly twenty years the two four story buildings, 104 and 106, on the same street. The firm deals in everything included in the grocery branch of domestic or foreign origin and keeps at all times a very large and well selected stock of all articles pertaining to it. A thorough knowledge of the trade in all its details, an experience of almost half a century and ample means enable them to give their customers the fullest satisfaction as to prices and quality of goods; strict business principles, the highest integrity and fairness in all transactions gave the firm a well-earned reputation and deserved success. The employees of the house number between forty and fifty and its sales aside from an extensive city trade, are principally made in Missouri and Illinois. Mr. Chas. Wulffing and Mr. Chas. B. Dieckriede made St. Louis their home in 1842 and 1847 respectively and have ever since been identified with our commercial interests and the progress and welfare of the city, ranking among the most prominent members of our mercantile community and social circles.

A. C. L. HAASE & SONS FISH CO.

ST. LOUIS.

Nos. 415 & 417 North Second St.

JOHN BECKER, JR.

Kinloch D310.

The old French Market at the junction of Fourth and Fifth streets is no longer what it used to be in years gone by, when housewives and housekeepers came there day after day, when a continued string of vegetable and poultry stands and market gardeners' wagons occupied the entire double block from Convent to Rutger street and even further south, but there are still some stores in that locality whose patronage has not only remained as of old, but has become more extensive from year to year. One of these is the grocery of John Becker, Jr., 1270 and 1272 South Broadway, the northeast corner of Rutger street. He is the successor of Mr. Herman Stoffregen, his brother-in-law, with whom he had been associated since 1877 on the opposite corner. The removal to the present location gave Mr. John Becker, Jr., the required larger accommodations in a very substantial building. He keeps a complete stock of groceries, wines and liquors, domestic and foreign, and of all other articles usually found in a first-class grocery, and can and does compete with any other firm in regard to the quality and freshness of goods and to prices. The retail grocery business is nowadays mostly carried on by orders received and delivered in the customers' houses, and Mr. Becker's delivery wagons are therefore seen in every part of the city, but especially in the southern and southwestern portions. Mr. John Becker, Jr., has an extensive wholesale business aside from his family trade, and is known far and wide as a reliable business man and an excellent citizen.

PHIL. BURG GROCERY COMPANY.

Bell Main 2571. Kinloch D312.

More than thirty years have passed by since Mr. Philip Burg embarked in a business of his own by opening a grocery establishment at 1210-1212 South Broadway; where it remained until a few years ago, when larger accommodations became desirable and were acquired in the very same block at number 1250,

a few doors north of Rutger street. Here the entire building is occupied by the firm, the ground floor serving for salesroom and office and the upper stories for warerooms. It is natural that such an old firm has a large local trade, but it does at the same time an extensive wholesale business here in the vicinity of the city and in Missouri and Illinois. A full assortment of groceries and kindred goods, wines and liquors, in fact everything sold by grocers, is constantly kept on hand and high grade articles are a specialty. Ample means enable the Philip Burg Grocery Company to give the trade as well as consumers the most liberal terms, and all the advantages which purchasers may expect. The incorporation under the present name took place in 1898 when Mr. Burg made his two sons, Messrs. Fred and Philip Burg, Jr., his business partners. Mr. Philip Burg is the President; Mr. Fred Burg, the Vice-President and Mr. Phil. Burg, Jr., Secretary of the company. The senior member is a native of St. Louis, where he was born in 1841; he first went through the public schools and attended afterwards the St. Louis University; thus more than fully equipped for a commercial career, he found employment in a retail grocery in 1858, later on with a wholesale firm in the same branch, which gave him a thorough knowledge of all the details and a valuable practical experience of thirteen years before he started on his own account. He is in years of active business life one of the oldest and at the same time one of the best known merchants of our city, a man of the strictest principles and superior qualities of character, who enjoys the respect of all who know him. Mr. Burg is a member of various social organizations, an amateur musician of fine attainments and very sociable in his intercourse. The sons, estimable young men, follow in the father's footsteps, they grew up like he did, after receiving a splendid education, in the mercantile branch, to which they now devote their ability and energy, having been valuable assistants to their father for many years.

J. F. CONRAD GROCER CO.

Bell Main 1001. Kinloch B894.

It was a very small beginning, when Mr. J. F. Conrad opened a grocery business in 1874 on Franklin avenue, the store measuring 16 by 20 feet. This was surely a modest commencement, but from it developed in course of time one of the largest retail grocery firms of our city, distributing its goods from one end of St. Louis to the other. The company conducts three separate stores, one at 618 Locust street, another at 4470-72 Delmar boulevard, and one at 2712-14 Franklin avenue. This latter location was occupied by the founder of the firm long before the two branches were established ; from these three stores everything imaginable in the grocery line, domestic and foreign, is supplied ; staple and fancy groceries of every kind purchased direct from first hands are sold to consumers at satisfactory prices and all orders, large or small, receive the greatest attention and promptest execution. The remarkable extension and success of the Conrads is due to this fact and to their upright and fair dealing with all their customers. The company was incorporated in 1892 by J. F. Conrad, Julius Schira, and F. E. Conrad, who are President, Vice-President, and Secretary and Treasurer, respectively, forming also the Board of Directors. Mr. J. F. Conrad may, with justified pride, look back to the time when he started in business with a stock of merchandise worth 900 dollars. He devotes himself nowadays to the general supervision of three establishments, of which that on Locust street is managed by his oldest son, F. E. Conrad, the one on Franklin avenue by Louis P. Conrad the second son, and the Delmar avenue branch by Julius Schira, who entered the employ of the firm in 1880. A third son, Oscar J. Conrad, is the manager of the liquor and cigar department and his brother F. E. Conrad is the principal buyer of the house. The senior member of the firm is a Director in the Jefferson Bank, a member of various mercantile and social organizations and, like his sons and partners, highly respected as worthy citizens of their birthplace, St. Louis.

CORNETT BROTHERS.

Bell 487. Kinloch A1649.

The retail grocery palace, erected in 1899 by Cornett Brothers on Thirteenth and O'Fallon streets, is the offspring of a small retail grocery, established on a part of the present site, about forty years ago, by Mr. August Cornett, the father of Messrs. Henry and Edward Cornett, who succeeded him, and who continue the business with the same principles of honesty and fairness which marked their father's career. It grew under the active and energetic management of the sons from year to year, and is now without a rival in the northern part of the city, but has patrons from one end of St. Louis to the other. Whatever article the grocery line may comprise of home or foreign origin, is found in the four-story building which constitutes an ornament for the whole neighborhood, fresh goods in all qualities, bought in bulk quantities and for cash, are at all times, offering to their customers an unlimited assortment, from which they can select their purchases, and the most liberal prices are another advantage, which Cornett Bros. invariably give their customers. The great volume of their trade demands fifteen delivery wagons and double that number of order clerks, who make their regular rounds all over the city, and orders by telephone are filled with the same promptness. The ground floor of the new building forms one large store, a model of neatness in all its arrangements, and here it is where every customer will always find what he wants, and the politest service by a host of clerks under the direct supervision of Mr. Henry and Mr. Edward Cornett, who are well known as business men of the strictest integrity, and who fully deserve their great success and the warm friendship and esteem which they possess among their fellow-citizens.

A. MOLL GROCERY CO.

Bell Main 1668. Kinloch B667, 674.

It is with the fullest justification when we state that the largest retail grocery business in this city is done by the A. Moll Grocery Company, and that its sales are far in advance of those of any

other retail firm in that branch. Their wholesale department does likewise a very extensive business, especially in Missouri, Illinois, Arkansas, Texas, Tennessee and Florida. Mr. Adolph Moll had served an apprenticeship in the grocery line in his native land, Germany; had come to this country when quite young and made St. Louis his home after a few years stay in New York City. He formed a partnership with Mr. H. Heidseick, in 1858, under the firm name of Heidseick and Moll, whose retail grocery was located on Third between Market and Chestnut streets. The dissolution of this partnership took place in 1863, whereupon Mr. Moll went to Franklin avenue, between Sixth and Seventh streets, to lay the then small foundation for the immense establishment which since many years covers a quarter of a block on one of our principal thoroughfares. This modest beginning in 1863 soon developed to large dimensions. The near neighborhood of the Union Market was one of the factors which made Moll's grocery a household word with housewives and housekeepers, and this prestige is still retained by the firm. To give the reader an idea of its local retail trade it may be mentioned that twenty-four delivery wagons are on the street from morning till night aside from the goods taken away by the customers themselves. Every article known in the grocery branch, foreign and domestic, including wines and liquors, is kept in stock in quantities and qualities to suit the purchaser, and the assortment may truly be called unlimited. The same may be said in regard to the wholesale department, which keeps a large number of stake wagons busy for shipping purposes. At present there are one hundred and thirty-eight employees on the pay-roll of the Company. The three buildings, 614, 616 and 618 Franklin avenue, contain the retail department and offices, a separate building on Seventh street, forming an L with the others, is occupied by the wholesale department. The incorporation of the company took place in 1893 with A. Moll as President, Paul Moll as Vice-President and Louis Idler as Secretary and Treasurer. The reputation of the firm was and is still based upon the great principles of strictest honesty and fairness; the goods sold by this firm are at all times what they are represented to be, and the very ample means, direct importations and purchases enables the Moll

Grocery Company to give their patrons, wholesale and retail, the lowest prices and best service. Mr. Adolph Moll, who died on the twenty-second of June, 1898, was a man of unwavering integrity, of unexceptional honesty in all his transactions, a man of sound judgment and clear intellect, well meaning, liberal minded and charitable. He gave the closest attention to his business duties, but found, nevertheless, time to take an active interest in public matters, especially in the Single Tax movement; was one of the founders of the Franklin Bank, in which institution he served as a Vice-President and Director up to the time of his death; his affable manners made him a great favorite in social circles, and he enjoyed the esteem and friendship of all who knew him. The business which he brought to such an enviable success is now under the management of his son, Paul Moll, and his son-in-law, Louis Idler, who conduct the same in strict accordance with the principles laid down by the founder, under whose guidance they have been identified with the firm from boyhood and who are in every way his worthy successors.

LOUIS STUMPF, Pres't.
P. C. VON AHNEN, V.-Pres't.

L. C. STUMPF, Sec'y.
E. H. STUMPF.

LOUIS STUMPF GROCER CO.

3901-3903 West Belle Place,

ST. LOUIS, MO.

PICKLES, PRESERVES AND VINEGAR MANUFACTURE.

The manufacture of vinegar forms an important branch of industry and trade in a country whose climatic and atmospheric conditions and a hot season of long duration make the extensive use of vinegar an actual necessity. It is, therefore, obvious that the manufacture of the article is taken hold of on a very large scale, and that many hands are employed in the branch. Vinegar is an important factor in the kitchen and in the preparation of an unlimited number of articles of food, but only good vinegar is wholesome and should be used.

DODSON-BRAUN MANUFACTURING CO.

Bell Main 1288. Kinloch D337.

No other country in the world consumes such immense quantities of pickles, catsups, sauces and all other kinds of table condiments as the United States. This fact is based upon our climate, which requires the extensive use of just such articles of food for the human system, aside from their palatable properties, about which there can be no doubt. It is, therefore, but natural that the manufacture of these articles forms one of the greatest industries in the country. The Dodson-Braun Manufacturing Company in St. Louis stands in the front rank in this industrial branch and its products are not only sold to all parts of our own country, but also largely exported to Central and South America, Cuba, the Philippine Islands, to England, Denmark, Germany, and other European countries. The output comprises pickles, kraut, catsup, mustards, sauces, olives, preserves, jellies, jams, baking powder, flavoring extracts, spices, honey, salad dressing, lemonade syrups, fruit butters, fruit juices, fruit syrups, syrups for soda fountains, etc., and a superior brand of vinegar, which latter is made in a separate factory on Sixth and Gratiot streets, close to the new four-story warehouse of the company. The principal factory building on the northeast corner of Third and Cedar streets covers over half a

block and contains the offices, sales-rooms and the various manufacturing departments, all of which are equipped with the most approved machinery and all modern improvements. The tracks of the elevated railroad are in direct connection with the building, thereby securing unsurpassed facilities for the receiving of the raw material and the shipping of the ready product. All articles placed on the market by the Dodson-Braun Manufacturing Co. have an enviable reputation for purity, wholesomeness and excellent taste, the greatest care being taken in their preparation. These facts are confirmed by the trade as well as by the consumers, and it is no wonder that the output is constantly increasing. The number of hands employed varies between 200 and 500, in accordance with the seasons. The business was established in 1882, as the Dodson-Hills Manufacturing Co., but was reorganized and incorporated in 1897 under the present name, and with a greatly enlarged capital, by John W. Dodson, Adolph Braun, C. Marquard Forster, C. August Forster, and Mrs. Mary Forster (the last two since deceased). Mr. John W. Dodson, the President of the company, and Mr. Adolph Braun, its Secretary and Treasurer, devote all their time and attention to the management and personal supervision of this vast establishment and are assisted by the most competent and experienced men in the different departments. The firm has won an unrivaled name for the high quality of all its articles, the reliability and liberal policy and the strictness which signify all its transactions and which have earned such a remarkable and well-deserved success.

EAGLE VINEGAR & PICKLE WORKS.

STUTE & CO.

Third and Lynch Sts., ST. LOUIS.

RED CROSS VINEGAR CO.

Bell Main 244A.

Vinegar numbers among the most important and generally used articles, it is a household necessity, almost indispensable in the kitchen and on the table as well as in the preservation of fruits or vegetables or the preparation of all kinds of condiments. It is therefore but natural that the prudent housekeeper seek to get the best that is to be had and it can be truthfully said, that the product of the Red Cross Vinegar Co. of St. Louis has for many years been a favorite in this respect, being most carefully prepared. Entirely free from any ingredients detrimental to health, its superior quality has made it known all over the United States, where the twenty-six traveling salesmen of the firm dispose of its whole output. The business was established by Messrs. Robert and Gustav Thal on a rather small scale in 1888 and first located on Olive near Main street, but its extension soon made a much larger plant necessary and the firm occupies now three adjoining buildings, 204, 206 and 208 South Main street, where sixty hands are constantly employed. The branch offices and warehouses at Kansas City, Chicago and New York facilitate the distribution of their product, consisting of their celebrated vinegar and cider, with copyrighted brands and trade-mark. Robert Thal is the President and Treasurer of the company, Gustav Thal its Vice-President and Secretary, and both gentlemen are well-known in business and social circles and may well be proud of their success.

SOAP MANUFACTURE.

The great scientist, explorer and writer, Alexander von Humboldt, has declared that the culture of a nation can be measured by its consumption of soap, or in other words that the people using the most of it are more cultured than those using less. This doctrine may be open to doubt, but it is an indisputable fact that the consumption of soap keeps pace with the growth of civilization. The progress of science, especially of chemistry, constitutes

an important factor in the art of soap-making, which has become more perfect from year to year. St. Louis has a few establishments whose product is known far and wide and whose output supplies a large territory with this necessary commodity, so indispensable to health and welfare.

J. G. HAAS SOAP CO.

Bell Tyler 659m. Kinloch B1112.

The production of soap forms one of the most important industrial branches in both the Old and New World, but it is a well-known fact that the consumption of soap in the United States surpasses that of any other country, especially so in reference to wash or laundry soap. This is in a great measure caused by our climate, the Southern States taking the lead in the consumption of the article. The process of soap-making has undergone many changes and is now really a matter of science. The last quarter of the nineteenth century brought numerous improvements in this field of industry, and it can be stated with the fullest justification that the above-named company has never failed to make use of all new inventions and progressive methods provided they had proven satisfactory and valuable. The Haas Soap Co. has long ago become a household word throughout the West and South. It is justly celebrated for its purity and perfect freeness from all detrimental ingredients, its great cleansing properties, and it is therefore only natural that the output and sales become more extensive from year to year. The factory was established in 1863 by Mr. J. G. Haas and Mr. Henry Schenkel. The present firm was incorporated in 1882 by J. G. Haas, Henry Schenkel, Henry Arnold and Hugo Becker. Since the demise of Mr. Haas (in 1897) the Board of Directors is organized as follows: Henry Schenkel, President; Hugo Becker, Vice-President, and Henry Arnold, Secretary and Treasurer. These three gentlemen and the heirs of Mr. Haas are sole owners and partners in the business, which has constantly grown, its sales extending over the following States: Missouri, Illinois, Iowa, Arkansas, Kansas, Texas, Louisiana, Mississippi, Kentucky, Tennessee, Alabama, Florida, and the

Indian Territory. The salesrooms and offices were for many years located at 802 Wash street, but are now in the large factory buildings on Prairie and Benedict avenues, which contain the most modern machinery and all improvements nowadays used in the manufacture of soap. The company commands ample means and possesses all the facilities for the transaction of its large business, which usually requires over fifty employees. Messrs. Schenkel, Arnold and Becker have been identified with the firm since its earliest days and are well known in our commercial and social circles.

CIGAR MANUFACTURE.

WM. A. STICKNEY CIGAR CO.

Bell Main 1400. Kinloch B501.

Thirty years is a long period in the business life of to-day, which may, with a good deal of justification, be considered a sort of rapid transit, and when a business firm has reached the thirty-year markstone it is called an old house, and can lay claim upon all the prerogatives of such a prestige. The Wm. A. Stickney Cigar Company is now on the eve of this period of existence, and the vast trade built up by the energy and activity of its founder, Mr. Wm. A. Stickney, places it in the front rank of its specific branch. It was in the beginning of the seventies when he came here with the intention to stay, and stay he did. He hailed from Massachusetts; had received his commercial training in Boston; had gained a thorough knowledge of the cigar business in all its details in New York City, and selected St. Louis as the best field for his future operations. How well he succeeded is clearly proven by the fact that he stands now, and since many years, at the head of the largest cigar jobbing house in the United States. The firm manufactures and sells exclusively first-class cigars, and the territory of its sales comprises the whole West and Southwest, the Gulf States, the Pacific coast, most of the Middle States, and the Canadas. Among the products of their own manufacture are the following brands, especially

celebrated and known all over the country: The Chancellor, the Security, the Preferencia, El Merito, and others, all of which are great favorites among connoisseurs. Direct importations of leaf tobacco from Havana provide the factory with well-selected raw material, and the same may be said in regard to the purchase of domestic crop; aside from this it is not less important a feature of the firm's business, that it imports and handles the fullest assortment of finest cigars of foreign and home origin in the country and that it has no rival in this respect. The offices, salesrooms and factory occupy the entire building No. 209 North Fourth street, one of the principal thoroughfares of St. Louis; the factory rooms in which a large number of skilled hands are constantly employed, are a marvel of cleanliness, well ventilated and lighted; the work is supervised by experts and the output closely examined before it is placed on the market. The company was incorporated in 1891, and its officers are: Wm. A. Stickney, President; G. W. Krebs, Vice-President; J. C. Grafing, Secretary and Treasurer. Mr. Stickney is one of the widest known business men, not only in our city, but also in the greater part of the Union; he combines the business qualifications of the New Englander with Western urbanity, is a man of most affable ways and manners and of the strictest integrity, with a legion of friends in commercial and social circles and the firm is generally known for its fair and liberal dealing.

CIGAR AND PAPER BOX MANUFACTURE.

We are led to speak simultaneously of these two industrial branches from the fact, that they were in former times usually carried on by the same parties and under one roof, as it is even now often the case. The local consumption of both articles, large as it has been for years, is still on the increase and has caused the various firms to extend their establishments accordingly and we refer to the representative firms of this branch on the following pages.

HOLMAN PAPER BOX CO.

Bell Main 2148. Kinloch A1077.

This firm was established in 1882, incorporated 1885, and devotes itself exclusively to the manufacture of paper boxes, in which particular branch it stands in the front rank, with products unsurpassed in workmanship, taste and durability. The Holman Company supplies especially two branches of trade, viz.: the shoe manufacturers and shoe dealers, and the candy manufacturers and confectioners, for the former durability is the principal requirement, for the latter neatness and beauty, and it is the constant aim of the firm to secure these qualities to its output. The millions of boxes annually used by our confectioners emanate almost entirely from the Holman factory, which furnishes them in all sizes, shapes and prices, from the simplest and cheapest to the most elegant and costliest, according to material, design and make-up. The tasty appearance of these boxes constitutes an important feature in the confectionery trade, forming an attraction whose value cannot be denied, as it is duly appreciated by the dealer as well as by the consumer. It is, therefore, but natural that the high degree of perfection reached by this firm won for its product the permanent great patronage which it enjoys. The factory occupies the five-story building on the southeast corner of Eighth and Walnut streets, containing a complete equipment of the best machinery and modern appliances for the manufacture of paper boxes; one hundred and seventy-five hands are constantly employed in the various departments under the direction of experienced foremen and under the general supervision of Mr. J. B. Holman himself, who devotes all his time and attention to the conduct of the establishment. The firm confines its trade entirely to St. Louis and vicinity, having such an immense local demand for its product, that it does not need to look for it elsewhere. The company is justly known for its reliable dealing and the careful execution of all orders, large or small. Mr. J. B. Holman is the President and Treasurer, Mr. J. E. Holman the Vice-President and Mr. John J. Owens the Secretary of the Company. Mr.

Holman is a native of Ohio, a man of the highest integrity and strictest business principles, full of activity and energy, and in every way deserving the significant success which he has achieved in our midst.

GREAT WESTERN PAPER BOX FACTORY.

Bell Main 1375A.

The demand for and use of paper boxes of all sorts is naturally very great in a city where every industrial and business branch is so largely represented and the manufacture of such boxes forms therefore quite an important feature. The Great Western Paper Box Factory is owned and conducted by G. F. Voightmann, a practical box maker of long experience. His factory was first located (1872) on Seventh and Hickory streets, later on at the corner of Fifth and St. Charles and occupies since many years the second and third floor of 108 Pine street. Some of our largest manufacturing and wholesale and retail firms use exclusively boxes made in this establishment, as they excel in workmanship, durability and neatness. Orders are always promptly filled and prices as low as those of any other manufacturer. Mr. Voightman is an intelligent and fair dealing business man and well liked by all who know him; he is now somewhat advanced in years, but took in former times an active part in public and social movements, as for instance in the organizing of the Missouri Sharpshooters' Association and other societies.

Wm. J. GIESSLER, Prest. and Treas.

ALBERT SALOMON, Secy.

PROGRESSIVE PAPER BOX CO.

MANUFACTURERS OF

PLAIN AND FANCY PAPER BOXES, FINE
CANDY BOXES, DRUGGIST AND JEWELRY
BOXES A SPECIALTY.

518, 520 and 522 N. Main St., ST. LOUIS.

Bell Main 1163a.

Kinloch A324.

MOSER CIGAR AND PAPER BOX COMPANY.

Bell Main 163. Kinloch A839.

St. Louis was comparatively a small city, when the late Joseph N. Moser commenced to make paper boxes for the manufacturing concerns, wholesale firms and retail stores, especially in the shoe, hat and cap and the millinery branch. This was in 1853, nearly half a century ago, and the establishment now conducted by his son, Mr. Otto Moser, is therefore the oldest of its kind in our midst. Family dwelling and workshops were in those early times very often under one and the same roof, and Mr. Moser's paper box factory was during the first fifteen years in the three story building on the northwest corner of Third and Chestnut streets, where the family resided. His business became more extensive from year to year, so that larger quarters had to be provided and this caused a removal of the factory to Elm, between Second and Third street. Simultaneously with this change of locality the manufacture of cigar boxes was added to that of paper boxes and became in course of time an important part of the output. After the death of the elder Mr. Moser, the continuation of the business devolved upon the son, who, from boyhood, had grown up in his father's workshops and after receiving a good education had entered as an apprentice, so that he might become thoroughly acquainted with all the details of the branch and fully competent to stand some day at the head of the establishment. He was yet a young man when the duty fell upon his shoulders, but he possessed all the qualifications necessary for the position. How well he succeeded is clearly proven by the fact that the company employs since many years 350 hands, and that its product is sold all over Missouri, Illinois, Iowa, Kansas and Texas, with a big local trade besides. The factory comprises four houses (from 208 to 214) on the south side of Elm street and two more (Nos. 217 and 219) on the north side of the street. They are equipped with the most approved machinery and all other facilities. The firm was incorporated in 1886 by Messrs. Tony Nunn, M. Barthel and Otto Moser, but

the latter is the sole proprietor and devotes all his time and long experience to the supervision of the work. He is, like his father, reliable in all his transactions, fair in his dealings with everybody and a true representative of German industry and perseverance combined with American enterprise and energy.

THE J. J. WIEDMANN CIGAR BOX CO.

Bell Main 893a. Kinloch A994.



The manufacture of cigar boxes is naturally a very important industrial branch in a country in which the consumption of cigars is almost without a limit. St. Louis has several factories of this kind, and one of the largest is that of the J. J. Wiedmann Cigar Box Company, for many years occupying four adjoining buildings, viz., 813-15-17 and 19 Clark avenue. The business was established in 1869 by Ploehn & Wiedmann; the latter purchased his partner's interest in 1881, and afterwards organized the above company, J. J. Wiedmann, B. J. Fertig and Wm. Hehrlein being the incorporators. The present proprietors and directors are: J. J. Wiedmann, President and Treasurer; Wm. Hehrlein, Vice-President, and August H. Wiedmann, Secretary. The firm devotes itself exclusively to the manufacture of cigar boxes, of which 3,500 to 4,000 are turned out per day by from fifty to sixty hands. The factory is equipped with the

best machinery and all facilities for the furnishing of good work. Its output is sold all over Missouri, Illinois, Indiana, Tennessee, Alabama, Florida, Kentucky, Texas, Kansas, Arkansas, Nebraska and Iowa. Mr. J. J. Wiedmann is a practical mechanic, a very active and energetic business man, and his great success is well merited; he takes great interest in public and social matters, belongs to many organizations and has a host of warm friends, and all these good qualities are shared by his partners.

A. D. SCHOENTHALER, Prest. E. O. BERNINGHAUS, Vice-Prest.
LOUIS H. OCKER, Sec'y & Treas.

SCHOENTHALER MFG. CO.
MANUFACTURERS OF
Wood Partition Bottle Packing.
1015, 1017 and 1019 Chouteau Avenue,
ST. LOUIS, MO.

Samples furnished on application.

Bell Main 1150.

THE BREWING INDUSTRY.

The inhabitants of old St. Louis were not without beer, but it was not of the kind consumed in later years; it was called table beer and made in a rather primitive way. The first brewer in this city was a Frenchman, named St. Vrain, and he announced, as early as 1810, that table beer and porter could be had in his brewery located where now Bellefontaine cemetery lies, for ten dollars a barrel if paid in cash, or twelve dollars in produce. Jacob Philipson, another brewer, advertised the same year, that he would sell the barrel for eleven dollars and refund one dollar on return of the barrel, adding that he would reduce the price as soon as the farmers of the vicinity would grow hops, so that he would not be compelled to get his supply at great cost from distant points. A third brewery sprung up in 1826, owned by

Lynch & Co., and a little later John Mullanphy began to brew ale. Edward English established a brewery on the site of the present Benton Park, then called English Cave, which name was derived from a natural subterranean cave which at the time served for the storage of beer. The first lager beer, brewed and treated after the system prevailing in Germany, was made in 1838 by Adam Lemp, to whom we refer in one of the next chapters. The influx of Germans, beginning with the year 1848, was soon felt in various branches of industry and trade and one of them was the brewing business which they monopolize up to the present day and through which about ten thousand men with their families earn their living.

There were twenty-four breweries in the city in 1854, whose annual product of 60,000 barrels represented a value of 380,000 dollars; the forty breweries existing in 1860 had an output of 189,400 barrels valued at 1,525,400 dollars; from that time on the number of breweries decreased, but the product increased continuously and amounted for the calendar year 1901 to 2,560,452 barrels, or more than twenty million dollars. The decrease of breweries was caused by various reasons: the modern methods of brewing required large plants, improved and costly machinery and many appurtenances of an expensive character, and to all this came the internal revenue tax. One by one the small establishments went out of existence and only the larger ones remained in the field, as very ample means are needed nowadays to operate a large brewery and to compete with the trade.

The quality of the beer brewed in St. Louis has an enviable reputation at home and abroad; the St. Louis beer is known for its purity, wholesomeness and taste, it is a most palatable beverage, duly appreciated by its consumers, who may be found in every part of the United States and many foreign countries, especially in Mexico, Central and South America. It is transported to most distant points of our continent in refrigerator cars owned by the different breweries, in barrels as well as in bottles. It is particularly the latter kind, which has made the name of our city known and famous in many places, where it formerly was as good as unknown. The product of the St. Louis breweries has often been awarded first prizes at World's Fairs and other Expositions and

visitors to our city, especially foreigners, seldom fail to include some of our breweries in their program of sight-seeing.

The brewing interest, one of the most important in the country, occupies a front rank in this city and its representatives number among the most prominent members of our commercial community; they are excellent citizens, much devoted to the welfare of the commonwealth, assisting and promoting everything tending to further the public good; they are men of broad views, generous and liberal-minded and it is therefore all the more strange and, to say the least, curious, that their industrial branch, which furnishes so large an income to the national, State, and municipal treasury, should be made the target of unjust, oppressing laws and annoying measures.

THE AMERICAN BREWING COMPANY.

Bell Sidney 449. Kinloch B718.

General observation tells us that new firms — commercial as well as industrial — require a certain length of time to gain the desired confidence and to reach an adequate measure of success, or in other words to win a patronage worth while having. This may be considered the rule in the usual run of business, but there are exceptions and one of them is the American Brewing Company. It is only twelve years, namely in 1890, that the company began operations but it soon met with a remarkable success in such a degree, that its product not only won public favor almost immediately, but that its output found ready sale far beyond the limits of St. Louis and vicinity. The brewery of which we speak was established by Henry Koehler, Jr., Oscar C. and Hugo A. Koehler, sons of Mr. Henry Koehler, Senior, who some thirty years ago was part owner of the old Excelsior Brewery on South Seventh street and who since then resides in Davenport, Iowa, as proprietor of a large brewery in that place. The buildings of the American Brewery Company cover the block bounded by South Broadway, Lynch, Dorcas and Seventh streets, the principal building fronting on the west side of the first named thoroughfare; the opposite block east of Broadway, is used by the company for their stables, wagon houses and

other buildings necessary for the carrying on of the constantly growing business. The entire plant is supplied with the most approved equipment and all modern facilities, and employs over four hundred hands. The A. B. C. Beer is known far and wide, and sold to nearly every part of the Union; the A. B. C. bottled beer has even an unequaled export to foreign countries, which is certainly the best evidence of its excellent quality. The officers of the American Brewing Company are: Henry Koehler, Junior, President; Hugo A. Koehler, Vice-President and Secretary; and Edward Wagner, Superintendent. The Board of Directors consists of Henry Koehler, Jr., Hugo A. Koehler, Ed. Gantly, Jos. Marks, all of St. Louis, and Henry Koehler of Davenport. Mr. Henry Koehler, Jr., has since many years been identified with various important enterprises and financial corporations, as for instance the South Side Bank and the Germania Trust Company, being Vice-President of the first and President of the latter institution. The brothers are men of remarkable energy and business ability and well known in our mercantile community and our best social circles.

ANHEUSER-BUSCH BREWING ASSOCIATION.

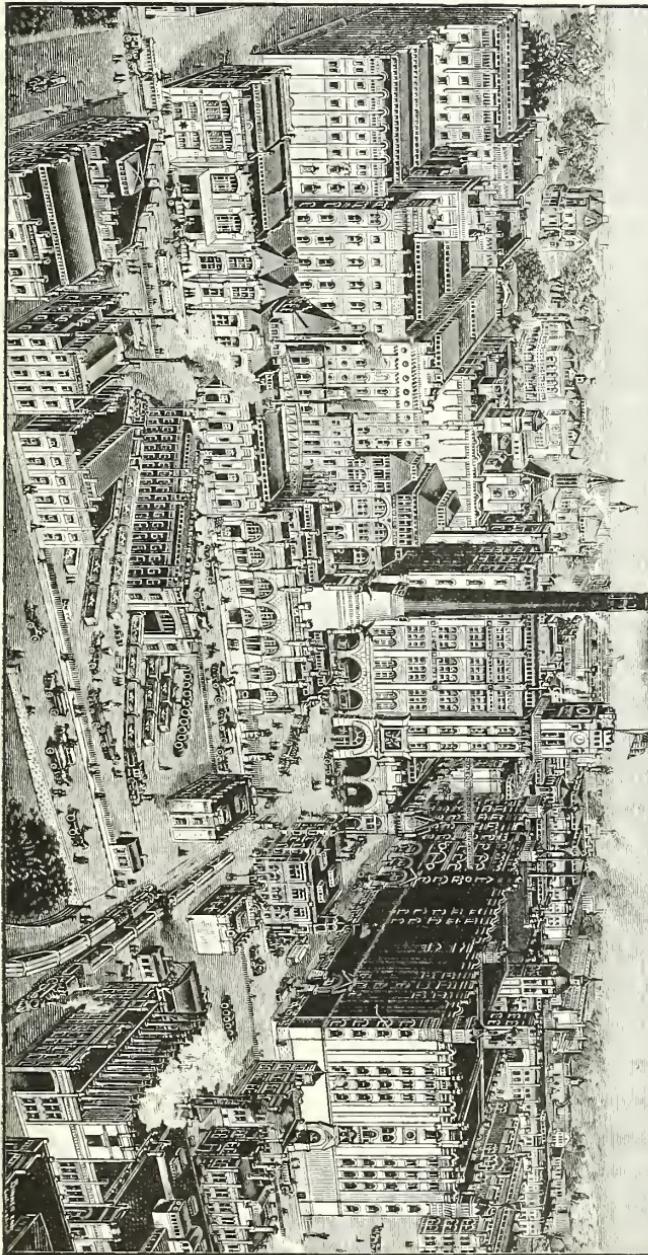
Bell Sidney 248, 798, 338. Kinloch B714, 707, 715, C108.



The visitor coming to St. Louis from any part of our own or from a foreign country, when asking what there is and ought to be seen in our city, is invariably answered: "Don't neglect to

see the Anheuser-Busch Brewery," and when he follows this well-meant advice he goes home with the impression that he has seen the largest brewery in the world and an industrial enterprise of astonishing magnitude. No other branch of industry has made St. Louis as generally known as the manufacture of beer, and no other of our many breweries has made our city so famous as that of the Anheuser-Busch Brewing Association. Mr. Eberhard Anheuser began operations in 1860. St. Louis was at that time still in its infancy, and so was the brewery, and it remained so until Mr. Adolphus Busch became associated with his father-in-law in 1865, which year may be set down as the commencement of the wonderful growth developed since then. The firm of Anheuser and Co. was changed into a corporation under the present name in 1875, and after the death of the senior partner, which occurred in 1880, Mr. Adolphus Busch became the President of the company. It has been and still is his constant aim to give to the world a beverage of unsurpassed quality, wholesome, nutritious, strengthening and of excellent taste; he wanted to destroy the prejudice, entertained even by otherwise intelligent people, against beer and its consumption; he intended to prove that a carefully prepared extract from malt and hops is an auxiliary to the healthy and good condition of the human system, and how well he succeeded in all this, is fully evidenced by the result of his indefatigable work—a work to which he has devoted his knowledge and ability, his high intellect and remarkable energy, his administrative talent and business tact.

The establishment covers an area of fifty city blocks, and comprises brew and store houses, malt houses, boiler houses, ice-machine and refrigerator houses, an electric plant, bottling, cooper, packing, shipping and wash houses, elevators, officees, stables and wagon receptacles, all of which forms the most complete plant of its kind. The numerous buildings, massive structures, designed and erected by such experienced architects as Messrs. Widmann, Walsh and Boisselier, of this city, contain in the various departments the most approved machinery and appurtenances, and all modern facilities are utilized; with one word, it is a model brewery in all its details. The special



ANHEUSER-BUSCH BREWING ASS'N.



brews of Anheuser-Busch are: Budweiser, Standard, Michelob, Muenchner, Premium Pale, Pale and Old Lager, Faust, Pilsener, Black and Tan, American Hop Ale, and last, but not least, Malt Nutrine.

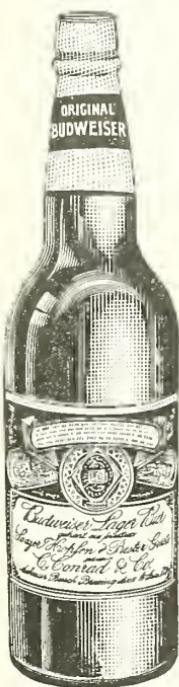
It is particularly their Budweiser which has won a world-wide reputation; it is a superior article and occupies the front rank among their various brands. In the manufacture of all these only the best quality of malt and hops is used and the greatest care is taken during the process of malting and brewing and in the keeping of the finished product, which is never placed on the market before it has become five or six months old, or in other words before being what is called "lager beer." Twelve hundred refrigerator cars, owned by the Association, are in constant use for the transportation of their output on this continent. The capacity of the brewery is now 1,500,000 barrels annually, and it requires a veritable army of employees to manufacture, preserve and distribute the product. The territory where it is sold comprises all civilized countries of the globe; it is found on board the ocean steamers and on the warships



of the United States, the dining cars of our railroads, and is in great demand for its invigorating qualities. The Malt Nutrine is especially used by the sick and convalescent and highly recom-

mended by medical authorities for its nourishing and tonic properties. Besides the refrigerator cars mentioned before, the association owns extensive ice-houses throughout the Southern States and have agencies in many cities of this country and branch offices in Europe. The shipping facilities are unequalled; the shipping yards and store-houses are directly connected with all railway lines centering in St. Louis by a railroad owned and operated by the association, so that carriage for outside shipment is entirely dispensed with.

All necessary blacksmithing, wagon-making, repairing; box-making, cooperage, and cork-making, is done on the premises. The corks are all stamped with the trade mark of the Association and the bottles are made in their own glass-works, located in Belleville and Streator, Illinois, and St. Louis, Missouri. Over 100,000,000 bottles are manufactured annually in these establishments. These works are equipped with all the latest improvements in glass-machinery, and employment is furnished 1,000 hands in them alone. To give the reader a clear idea of the multitude of employees of the Association, we will state that the brewery proper gives occupation to 2,400 hands, that a similar number of persons (if not more) constitute the working force of the agencies; and the various other industries, which form part and parcel of the establishment, employ about twenty-three hundred people. The following figures will show the phenomenal growth of the business: In 1873, the sales amounted to 28,000 barrels; in 1885, 318,082 were sold; the last four years gave the following results: sales in 1898, 781,518; in 1899, 824,548; in 1900, 939,768; and in 1901, 1,006,458 barrels. Medals and diplomas have been frequently awarded



the company at World's Fairs and other Expositions at home and abroad.

The officers of the Association are: Mr. Adolphus Busch, President; Mr. Augustus A. Busch, First Vice-President, and Mr. E. A. Faust, Second Vice-President; Mr. Robert Holm, Secretary and Treasurer; and Mr. Chas. C. Reuss, Assistant Secretary and Treasurer. The office force in St. Louis comprises a large corps of gentlemen, divided into the various departments. Mr. Chas. W. Staudinger is manager of the Malt Nutrine and Advertising department. The well-known trademark of the Anheuser-Busch Brewing Association will be found above.

Mr. Adolphus Busch, besides being the president of the South Side Bank, of which we speak in another part of this volume, is interested in several important enterprises in this city and elsewhere and chairman of the World's Fair Committee on foreign relations, for which position he has been chosen on account of the fact that he is undoubtedly better known in all Germany than any other American.

BRINCKWIRTH-NOLKER BREWING CO.

Bell Tyler 365. Kinloch A1639.

The history of this company is of a rather interesting nature; it shows in the first place what perseverance can accomplish, and furthermore, what good results are effected by a combination of family and business ties. It was in 1849 when Theodore Brinckwirth, three years after his arrival in this country, came to St. Louis and purchased the old Lafayette Brewery, on Carr near Seventh street. He had learned the brewing trade in his native town in Germany, and the experience so gained did much to make his enterprise so successful that he was enabled to replace this small brewery with a much larger one built by him in 1865 on the southeast corner of Cass avenue and Eighteenth street.

He died a year later, whereupon the business was continued by his widow, Mrs. Fredericka Brinckwirth, and Mr. Franz Griesedieck, which partnership was changed in 1874 by the admission of a third partner, Mr. Wm. F. Nolker, under the firm name of Brinckwirth, Griesedieck & Nolker. The death of Mr. Griesedieck occurred in 1879 causing again an alteration of proprietorship and name. Mr. Louis Brinckwirth, the son, and Mr. Nolker, the son-in-law of the founder, formed a co-partnership and have conducted the brewery ever since as a corporation under the laws of the State of Missouri, with Mr. Wm. F. Nolker as President and Louis Brinckwirth as Secretary and Treasurer. The substantial buildings located on one of the principal thoroughfares of our city are equipped in the most complete way for the purpose they serve, the manufacturing of a clear, wholesome beer of excellent taste, carefully prepared by experts and placed on the market in splendid condition. The annual capacity of the establishment amounts to 100,000 barrels, and the output is mostly sold in the city and vicinity. Mr. Wm. F. Nolker came to the United States in 1857, when only seventeen years of age, and after staying a short time in Baltimore he directed his steps westward. He remained in Cincinnati for sixteen years and in various positions, which gave him a valuable experience in commercial and industrial matters. His connection with the brewery began immediately after his arrival in this city and covers now (in 1902) a period of twenty-eight years. He is since nearly twelve years the efficient Treasurer of the St. Louis Brewing Association, the Vice-President of the German-American Bank, a director in the Mississippi Valley Trust and the Kinloch Telephone Company; also of various other financial and industrial corporations where his great business ability and experience is duly appreciated, he being a man of the highest integrity combined with strict and conservative principles, liberal-minded and ever willing to do his full share for the best interests of the community.

COLUMBIA BREWING COMPANY.

Bell Tyler 362. Kinloch D1427.

The Columbia Brewing Company was organized in 1892, and soon won a reputation, which many much older brewers may envy; from the beginning they have placed a beer on the market which, in a very short time, became a favorite with the consumers for its excellent quality and fine taste. This applies as well to the Columbia beer in barrels as to its bottle beer; the names of the former are Standard, Extra Pale and Muenchner; the bottled beer comprises the following brands: Carlsburger, Wuerzburger and Export, to which an entire new one, the Banner, will soon be added. The product of the Columbia Brewery is made from the best qualities of malt and hops, the former being prepared in the Tinker & Smith Malt House, on Seventeenth, near Market street, which forms part and parcel of the company. There is a spring on the malt house premises, which supplies water of an unsurpassed quality for malting, such as is seldom found in this part of the country. The brewery buildings are the property of the company, erected in 1891; they are of a most substantial character and contain a full equipment of modern machinery and utensils, including all facilities known to this branch of industry. The brewery has a capacity of over 150,000 barrels per annum, and its output is distributed over the entire city and vicinity and shipped by rail and water to all adjoining States. The company commands very ample means, can extend to their patrons the most liberal conditions, and it is the constant aim of the management to give their customers the fullest satisfaction. The officers of the Columbia Brewing Co. are as follows: Caspar Koehler, President; Henry Klinge, Vice-President; Rudolph Limberg, Secretary, and Zach W. Tinker, Treasurer. Several hundred hands are constantly employed in the various departments, all of which stand under the supervision of the General Superintendent, Julius H. Koehler, the son of the President. The brewery buildings cover a large area on the southwest corner of Twentieth and Madison streets and are an ornament to the northern part of our city.

CASPER KOEHLER.

Mr. Casper Koehler, the President of the Columbia Brewing Company, is a native of Austria, and a practical brewer. He learned his trade in one of the largest breweries of Bohemia, which as a beer producing country is not less celebrated than the neighboring State of Bavaria. So proficient became he in the branch, that he was made brewmaster of a large brewery in Prague, when yet quite young. After gaining still more experience in a Vienna brewery and fully familiar with all the details of his trade, he came to St. Louis in 1860, and immediately purchased the Excelsior Brewery, located on South Seventh between Lynch and Lancaster streets, and at that time owned by Chas. Hoelzle, who by the way was not a brewer by trade. It devolved upon Mr. Koehler to develop the then rather small concern into a large establishment, and his practical knowledge, energy and business ability enabled him to do so. The Excelsior Brewery soon came to the front, and its product gained for itself name and fame. Mr. Koehler and the late Mr. Peter Saussenthaler formed a copartnership in 1874, and Mr. J. W. Schorr became associated with them in 1886, but sold his interest a few years later to his partners. Messrs. Koehler and Saussenthaler bought in 1880 Uhrig's Brewery, located on Eighteenth and Market streets, and transferred the Excelsior Brewery to this locality. Mr. Koehler conducted the Excelsior Brewery during a period of more than thirty years and withdrew from its management in 1891, but a man of his activity, energy and vivacity could not remain long without occupation; after a few years of rest he again entered the field as President of the Columbia Brewery Company, whose success is in a great measure the result of his wise counsel and long experience. He is ably assisted in its management by Vice-President Klinge, Secretary Limberg (who is his son-in-law) and Treasurer Zach. W. Tinker. Mr. Caspar Koehler is a prominent representative of our industrial community, a man of remarkable business qualifications and most affable manners, liberal-minded and sociable in the best sense of the word. Frequent extensive

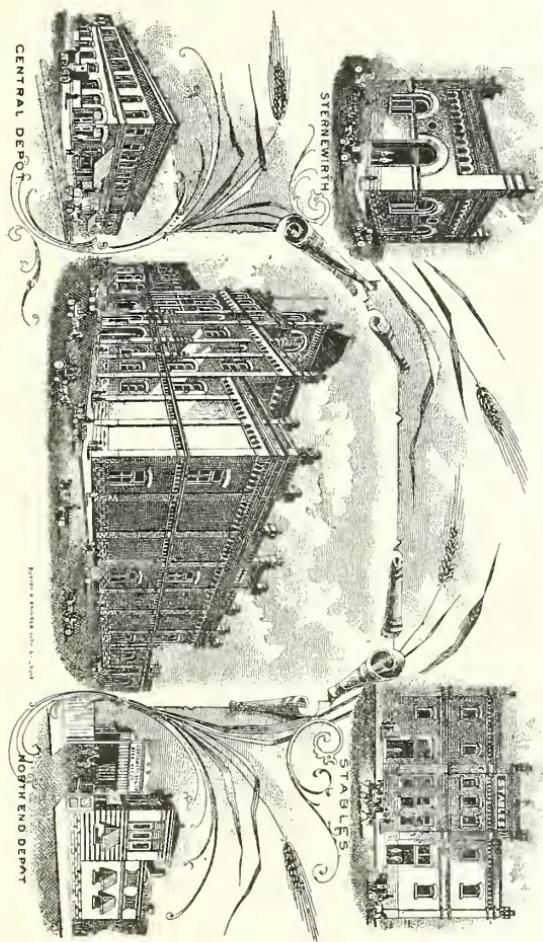
travels in Europe form his favorite recreation and the Koehler residence on Dillon and La Salle street is one of the most hospitable homes in our city.

CONSUMER'S BREWING COMPANY.

Bell Sidney 209. Kinloch C1090.

The Consumer's Brewing Company was organized in 1895, and its product enjoys the well-earned reputation to be a wholesome, pure beverage, which qualities are the combined result of the best ingredients and a most careful preparation. There is a great difference between beer and beer. The Bohemian pale and Standard Lager, the well-known brands made by this brewery, contain only the best grades of barley and hops and are entirely free from any kind of surrogates. Seven years are comparatively not a long time, but they have been more than sufficient to bring to the firm an extensive trade, which is constantly growing. The brewery is located on the southwest corner of Shenandoah and Lemp avenues and its buildings cover more than a block. The incorporators of the company were: Theodore Herold, Robert Herold, Frank A. Nagel, Louisa Sproul and Ernest Wagner. The present owners are Theo. Herold, Robert Herold, Frank A. Nagel and Henry C. Griesedieck. Its officers are as follows: Theo. Herold, President; Frank A. Nagel, Vice-President; Henry C. Griesedieck, Secretary and Treasurer, and Robert Herold, Superintendent. Mr. Theodore as well as Mr. Robert Herold possess many years experience in the brewery business, being sons of Mr. Ferdinand Herold, who during a long period owned and conducted the Cherokee Brewery in this city, which gave the young men an excellent opportunity to become experts and familiarize themselves with all the details in the manufacture of beer. Mr. Robert Herold spent, aside from this, several years in Germany to study the modus operandi in Bavaria and Austria. Mr. Henry C. Griesedieck is also well informed in all matters relating to beer brewing, having served an apprenticeship in his father's brewery, the original Lafayette Brewery on Cass avenue, and later Manager of Heim's brewery, East St. Louis. Mr. Frank A. Nagel is the proprietor of Nagel's restau-

rant. Over sixty hands are constantly employed by the company. Besides a very large local trade a great part of its product is sold in Missouri and Illinois, in which latter State the company



keeps a branch at Belleville. Reliable in all its dealings, the reputation of the firm is well established here and elsewhere and it stands high in the esteem of the whole community.

JOS. TRAUNMILLER — EXCELSIOR BREWERY.

Bell Main 730. Kinloch D7.

The present Excelsior Brewery is, in fact, the successor, or, as it may be considered, the combination of three breweries, namely, the original Excelsior (owned by Caspar Koehler and Peter Saussenthaler), Uhrig's Brewery, which, after the death of Franz Joseph Uhrig, had been operated by his widow and her son-in-law, Otto C. Lademann, and Winkelmeyer's Brewery, whose owner, Julius Winkelmeyer, died in 1867, whereupon his widow, Mrs. Christine Winkelmeyer, and her brother, C. A. Stifel, afterwards her sons and her son-in-law, A. W. Straub, continued to conduct it. The management lies since 1893 in the hands of Mr. Jos. Traunmiller, whose connection with the old Excelsior Brewery dates back to 1877, in which year he entered, at that time only seventeen years of age, the employ of the Excelsior Brewery Company; from 1890 till 1893 he had been the manager of the Phoenix Brewery, and his experience in the branch covers a period of exactly twenty-five years. It is, therefore, easy to comprehend that he possesses a thorough knowledge of all the details pertaining to the brewing industry, and that his management is signified by most excellent success. The product of this brewery is very favorably known and highly appreciated by the consumers, and this applies equally to their keg and bottled beer, of which latter the Pilsener, Cabinet, Culmbacher and Select Extra Pale are especially popular. Mr. Traunmiller is a native of St. Louis, the son of Sergeant Mathias Traunmiller, a veteran, and one of the most efficient officers of our Police Department, who, for many years, and up to the time of his death, had charge of the Lafayette Park Station. He has all the qualifications for the responsible position held by him, and in which he has made a host of friends by his uprightness, fair dealing and amiable manners towards all who came in contact with him.

OTTO C. LADEMANN.

Mr. Otto C. Lademann, though since many years a resident of Milwaukee, was during a lengthy period a citizen of St. Louis and so closely identified with this city and one of its most im-

portant industries, that we can still claim him as a St. Louisan. The Lademanns were one of the oldest families of Northern Germany, their ancestors dating back to the sixteenth century and the later generations being prominent in the Prussian army, ministry and the department of justice. Otto C. Lademann received an excellent education, finishing his studies at the Royal Gymnasium (college) of Herford, the city of his birth. He came to the United States in 1856, then a youth of only fifteen years, but fully equipped with those qualities which usually form the basis of success. Soon after his arrival in New Orleans he went to St. Louis and made this city his home for more than a quarter of a century, devoting himself first to mercantile pursuits, but when the civil war broke out, he was one of the first to volunteer in the defense of the Union. He enlisted in the three months service in Col. Sigel's regiment (Third Missouri Infantry) in April, 1861, but entered the three year service long before the three months had expired. His ability, energy and meritorious conduct were soon rewarded by repeated advancements — from sergeant he rose to second lieutenant in September, 1861, became a first lieutenant in June of the following year and was promoted captain in August, 1863. He was retained in the service by a special order, issued from the headquarters of the Army of Tennessee, October 1, 1864, which created Lademann's detachment of the Third, Twelfth and Seventeenth Missouri Infantry regiments, assigned to special duty. After taking part in the various encounters fought on Missouri soil in 1861, he went to the scene of war, where in course of time the most important and decisive battles took place, and was engaged in twenty-six of them, certainly a fact of which the gallant officer may well be proud. He was finally mustered out at Nashville, Tenn., in February, 1865, after nearly four years of active service. Returning to St. Louis he became identified with Uhrig's Brewery, at that time one of the largest in the city, Located at Eighteenth and Market streets, the site now occupied by the Union Station. Capt. Lademann had for many years charge of the financial and business management of the brewery and up to the time, in which it was sold to the proprietors of the Excelsior Brewery. Governor Fletcher appointed him in

1869 one of our Police Commissioners, but he resigned in 1870 after organizing the mounted Police Department, and represented our State at the World's Exposition held in Vienna in 1873. His father-in-law, Mr. Franz Joseph Uhrig, one of the few pioneer brewers of the West, died in 1874, in his summer residence, at Milwaukee, to which city the family removed some years later. Mr. Lademann has never ceased to retain a warm attachment for St. Louis and his old St. Louis friends always find a hearty welcome in his magnificent residence in the cream city. He is a member of the Grand Army of the Republic, of the army of Tennessee, and is very prominent in Masonic circles.

GAST BREWING COMPANY.

Bell Main 1982. Tyler 202. Kinloch B237, 1104.

The name of Paulus Gast, the founder of the Gast Brewing Company, is a household word not only in St. Louis and vicinity, but also in Missouri and many other States, where the product of the Gast vineyards was so favorably known for three decades. When Mr. Gast, after acquiring the necessary knowledge and experience in our neighboring town of Hermann, began the culture of grapes in the northern part of our city as far back as 1866, the venture was considered as rather doubtful, if not hazardous, but ability and energy made it an unquestionable success and the various brands of wine, the product of the Gast vintages, became justly celebrated. But there came a time, when the cheaper brands of California, Missouri, and Ohio wines drove the finer qualities more and more out of the market and as Mr. Gast was not willing to reduce the quality of his product, he determined upon a change of base and to substitute beer brewing for wine growing. The fifty acres of land owned by him in the former district of Baden constituted a most eligible site for carrying out his plan; a magnificent, massive building was erected in 1899, which contains the most approved equipment for brewing purposes. All modern facilities are found within its walls and the most practical use has been made of the surroundings for stables, wagon sheds, etc. The entire plant caused an outlay of three hundred thousand dollars and forms a new evidence of the enter-

prising spirit and activity of the proprietors. Each brew produces one hundred and seventy-five barrels of beer, made of the best malt and hops and acknowledged to be of a quality equal to that of any other establishment. The Gast Brewing Company was incorporated under the laws of the State of Missouri with a capital of two hundred thousand dollars, and has the following officers and directors: Mr. Paulus Gast, President; Mr. Bernard Belker, Vice-President; Mr. A. T. Gast, Secretary; Mr. Ferdinand Gast, Treasurer; and Mr. U. S. Gast, Superintendent. Mr. Paulus Gast is a son of the late Leopold Gast, who came from Berlin to St. Louis in 1847, at which time the son was only seven years old. After passing through the public schools of this city, he visited Washington University, and then entered practical life, as before stated, but interrupted his career to defend the Union. He became a private soldier in the engineer corps under Colonel Flad, was soon promoted sergeant, and afterward lieutenant, receiving his honorable discharge in 1864, after the capture of Atlanta, in which he participated; coming to St. Louis in 1866 he has made our city his home ever since. By no means a politician in the usual meaning of the word, he takes nevertheless a great interest in political and other public matters, and has served his fellow-citizens during many years as a member of the City Council. He enjoys the esteem of all who know him, and numbers among the truly representative citizens of the metropolis. The general office and city depot is at 919 N. Sixth street.

GREEN TREE BREWERY.

Bell Sidney 231. B722, 729.

This is one of the oldest St. Louis breweries, dating back to 1856, in which year Joseph Schnaider and Max Feuerbacher associated themselves and established a brewery under the above name on South Second, between Myrtle and Spruce streets, where it remained until 1865, in which year the present buildings, or, more correctly speaking, some of them were erected on Eighth, Ninth and Sidney streets, but the partnership was soon after dissolved, whereupon Mr. Louis Schlossstein became the partner of 33K

Mr. Feuerbacher in the Green Tree Brewery, and Mr. Schnaider built the Chouteau avenue brewery, on Mississippi and Chouteau avenues. Ill health compelled Mr. Feuerbacher to withdraw from business in 1884. Previous to that time the firm name of Feuerbacher and Schlossstein had been changed (1879) to the Green Tree Brewing Co., incorporated by these two gentlemen and Mr. Henry Nicolaus, who became its Superintendent from that time on, and who conducts the establishment ever since. It has in course of time been greatly enlarged to comply with the demands of its continuous growing trade.

HENRY NICOLAUS.

Mr. Henry Nicolaus has been identified with the brewery interest of our city for a full third of a century, having come here in 1867, after an apprenticeship in his native place in Bavaria. Becker and Hoppe had at that time the largest malt house, and young Nicolaus soon found employment with them. This was soon followed by a place in the Anheuser-Busch Brewery, which he kept till 1872, in which year he went back to Germany to make himself still more proficient in his vocation. He remained there for some time studying the art of brewing in Munich and Vienna, and after returning to this country accepted a position in the celebrated Muehlhaeser Brewery, of Cincinnati. From there he went to Keokuk (Iowa) as foreman in the brewery of Leisy & Bro., and coming back to St. Louis in 1879 he made this city his permanent home. His connection with the Green Tree Brewery began the same year, and has proved most fruitful to the establishment, which by his energy and untiring industry has become more extensive from year to year. After the retirement of Mr. Schlossstein he became its Manager, which position he still holds. Mr. Nicolaus is one of our best-known citizens, a man of the highest integrity, and respected by all who know him. He is a Director of the Mechanic's National Bank, and of the Kinloch Telephone Co., interested in various important enterprises, and always ready to promote the commerce, industry and general welfare of the community.

LOUIS SCHLOSSSTEIN.

The three brothers Schlossstein, George, Louis and Dr. Adolph Schlossstein, came to St. Louis in 1852, '58 and '67 respectively; they were born in Albisheim (Rhenish Bavaria) and left their native land to seek a better and a wider field for their activity in the New World. They found what they sought. Mr. George Schlossstein became a prosperous merchant and afterwards a manufacturer and left an honored name when he died in 1897; Dr. Adolph Schlossstein is since more than thirty years a prominent physician, with a very extensive practice, and Mr. Louis Schlossstein, whose death occurred in 1901, was a true representative of that class of men who, by industry and perseverance, business capacity and uprightness, are the builders of their own success, the promoters of public interests and the most valuable citizens of a great community. He arrived here in 1858, being then in his twenty-fifth year, equipped with a good education, and a thorough knowledge of the brewer's trade acquired in some of the largest breweries of Germany and Austria. The position of foreman in Uhrig's Brewery was occupied by him for nearly five years, and till 1865, in which year he became the partner of the late Mr. Feuerbacher in the Green Tree Brewery. His practical experience and theoretical knowledge of all details in his branch of industry, did much toward the extension of the establishment and the improvement of its product, so that the firm of Feuerbacher & Schlossstein soon became prominent here and elsewhere. After Mr. Feuerbacher's death (1884) the firm and business were continued by the surviving partner up to 1889, in which year the Green Tree and eleven other St. Louis breweries were consolidated and purchased by a syndicate of English capitalists. The management remained in the hands of Mr. Schlossstein until 1892 when he resigned his position, and his son-in-law, Mr. Henry Nicolaus, became his successor. Since then, and up to the time of his death, Mr. Schlossstein devoted himself to the management of his private interests and not less to his active participation in various important enterprises; the community possessed in him a most worthy citizen, a promoter of the public welfare, and a man

of liberal views, whose loss was and is still deeply deplored by his fellow-citizens.

HYDE PARK BREWERY.

Bell Tyler 454. Kinloch D462.

This brewery, located on Salisbury between Twenty-first and Twenty-second streets, derived its name from the near Hyde Park, which adorns the northern part of the city. When Mr. Marquard Forster and his son Mr. C. August Forster became the owners in 1876, its output was comparatively small, but the introduction of modern methods, acquired by the junior partner during several years of study at the most celebrated brewer's schools in Germany, was soon followed by a growing trade and the enlargement of the brewery itself and its capacity. It was at all times and is still the aim of the Forsters to furnish their patrons a beverage of unsurpassed quality made of the purest malt and the best hops and the Hyde Park beer is therefore a great favorite all over the city. The brewery was conducted by Mr. C. August Forster up to the time of his death, which occurred March 15th, 1902; he had been ably assisted in the management by his brother, Mr. C. Marquard Forster, who is now conducting the affairs of the establishment. Mr. Marquard Forster, the father, who came here in 1846, was for many years engaged in the malting branch and he became the successor of Hunicke and Wist, purchasing their malt house on the southwest corner of Sixth and Gratiot streets, which is still in operation for the supply of the brewery. He withdrew some years ago from direct activity in the brewery business and devoted himself to the large real estate interest acquired by him in course of time; he died in February, 1900, leaving behind him an honored name for the integrity and uprightness which he had shown through all his life. Mr. C. Marquard Forster is a prominent member of the Merchants Exchange, a very active, energetic business man, identified with various large enterprises, takes a lively interest in every movement for the promotion of the public welfare and enjoys the esteem of innumerable warm friends. Mr. Frank J. Forster, his youngest brother, since several years connected with the

brewery, is in all respects a worthy scion of the highly respected family whose name he bears.

WILLIAM E. HUPPERT — KLAUSMANN'S BREWERY.

Bell Carondelet 122a. Kinloch C229.

Mr. William E. Huppert, the manager of Klausmann's Brewery, which belongs to the St. Louis Brewing Association since 1889, has for many years been connected with that establishment, first as clerk, then as bookkeeper and Assistant Secretary, later on as Cashier and after the death of Mr. John Krauss as its Manager. We therefore say, that he has made his way up step by step to the top of the ladder, thereby gaining a thorough knowledge of the brewery branch in all its details. The present brewery, located at the extreme south end of the city, formerly called Carondelet, has been repeatedly enlarged in consequence of its constant extension of trade, a fact due in a great measure to Mr. Hupperts activity and energy. A new brew and bottling house were built under his personal direction, and the entire plant, one of the best equipped, stands under his general supervision. The commercial and industrial interests of the south end have in him one of their most active promoters; he is a Director and Secretary of the Carondelet Milling Company, one of the founders and the Vice-President of the Southern Commercial and Savings Bank, a very prominent public-spirited citizen, a member of various fraternal and social organizations, known in wide circles and well liked by everybody. He was born in the State of Illinois, but came here with his parents when only eleven years of age, and may therefore justly be called a St. Louisan.



WM. J. LEMP BREWING CO.

Bell Sidney 762, 300. Kinloch C200, B86, 87.

The brewing of "Lagerbier" was entirely unknown in the western part of this country until 1838, in which year Adam Lemp, who had learned his trade in his native land (Germany) commenced to make this kind of beer in St. Louis. The brewery built by him in 1840 on Second between Walnut and Elm streets, small as it was in comparison with the breweries of to-day, formed, nevertheless, the foundation of one of the largest brewing establishments in the world. Mr. Adam Lemp died in 1862, and his son, Mr. Wm. J. Lemp, who had acquired a thorough knowledge of the brewing trade in his father's brewery, became his successor. The facilities on Second street had been sufficient up to that time, but wise foresight told the new proprietor, that the near future would require a far greater establishment, and this led to the erection of a new brewery in the southern part of the city. The various buildings cover an

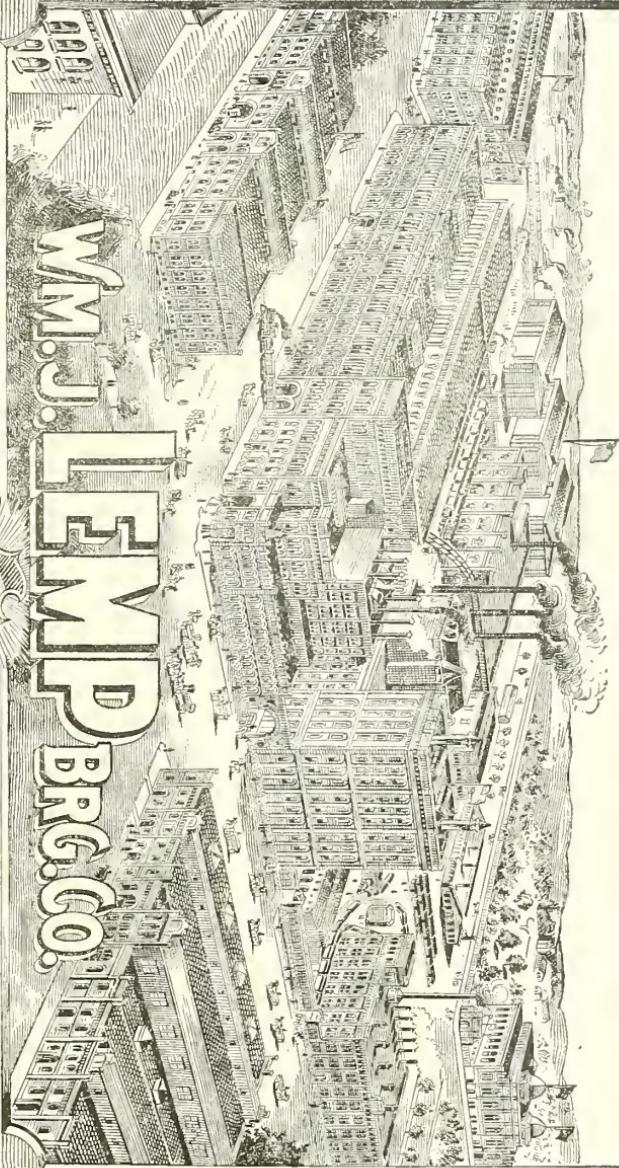
ST. LOUIS.



MO. U. S. A.

DRAPEL CO. ST. L.

W.M.J. LEMP
BRDG CO.



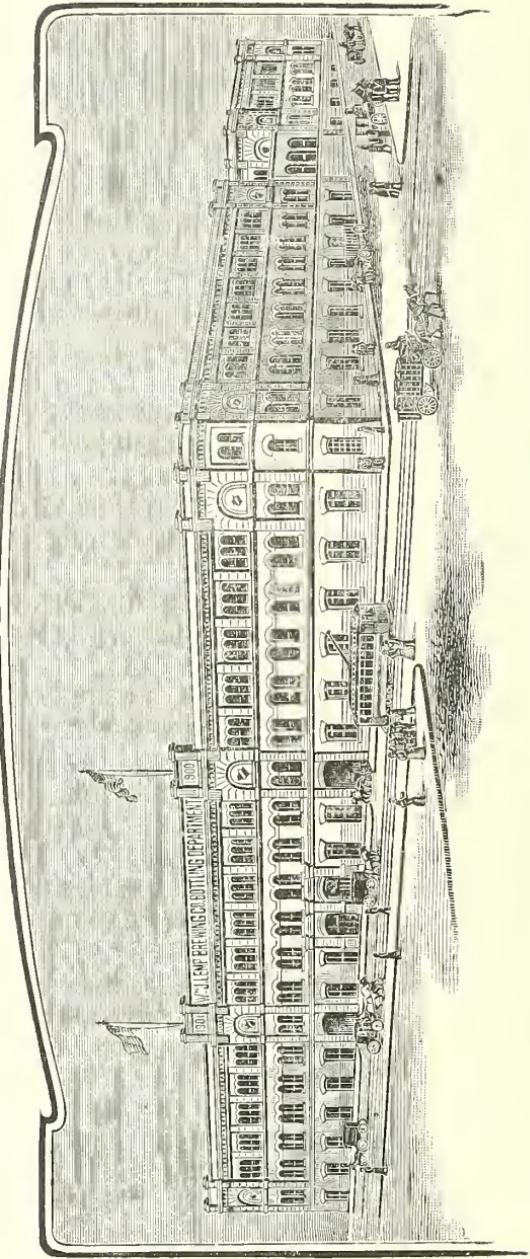
area of five city blocks, situated between Lemp avenue, South Broadway, Cherokee and Thirteenth streets, in a locality most eligible in every respect. The shipping yards comprise six more blocks in close proximity to the Mississippi river and the tracks of the Iron Mountain railroad, and a railway line owned and operated by the Lemp Brewing Company connects all the buildings of the main plant, not only with the shipping yards, but likewise with all railroads coming to St. Louis. The substantial buildings within the aforesaid boundaries include the brewery proper, the malt houses, the refrigerators, ice and electric-light plant, bottling department and stockhouse, aside from the stables, wagon quarters and other necessary auxiliaries. The main buildings are seven or eight stories in height, their interior arrangement of the most practical character and the entire equipment is up to date. The refrigerating machines, of newest construction, have a capacity of 800 tons per day, and in addition thereto 150 tons of ice are daily furnished by the ice plant. The annual output amounts to over 500,000 barrels, and the sales aggregate 3,500,000 dollars. The bottling department issues over 125,000 bottles of beer per day and furnishes to visitors a scene of wonderful activity. For the transportation of the vast output more than 600 refrigerator cars are constantly in service and can be seen on almost every railroad in the United States. Five hundred and fifty hands are employed in the brewery proper, six hundred and fifty more in the various other departments, and in addition to this little army come the employees in the different agencies distributed all over the country. For the delivery of beer in the city more than fifty wagons with an adequate number of horses are required, the local consumption of Lemp's beer being very large. The product of this brewery is shipped to all parts of our own country, Canada, British Columbia, Mexico, Central and South America, Hawaiian Islands, Cuba and the Philippines, Australia and some parts of Europe. It is known and appreciated for its excellent quality as a pure, health and strength-giving beverage, carefully prepared and well kept, so that it may reach the consumer in an unsurpassed condition. To secure this has been the constant aim of Mr. Wm. J. Lemp and his coworkers, and their exertions brought the desired result, an enviable reputation for

the company and its various brands of keg and bottle beer, of which they make Falstaff, Tip Top, Extra Pale, Standard, Tally and Culmbacher.

The following information in reference to these brands, coming from headquarters, will certainly be of interest to the public:—

“Our new pipe line (accepted by the Commissioner of Internal Revenue of the United States, as conforming in all its parts to the rigid requirements of the Government) is three hundred and fifty feet long, passing direct from the extensive beer cellars to the Bottling Department. The pipe line is located in a subterranean conduit, kept at the freezing point to insure the proper protection to the beers, it connects on the one side with our large two-hundred-barrel tanks in the cellars and with the filling apparatus in the bottling house on the other, thereby forcing the beer at freezing temperature direct into the bottles, thus avoiding exposure to air and light. From this it follows that whenever you draw the cork of a bottle of Lemp's beer, it is the same as from the wood. By adopting these safeguards and as the beer passes to the pipe line through filters of faultless construction, the beer drawn by us into bottles is perfectly free from germs. The facilities which we enjoy in the new Bottling Department render a handling and rehandling of beer and bottles unnecessary; there is but one continuous process from the time the beer enters the pipe line until the case or cask of beer is ready to be loaded on wagons or on board of cars. The public is cordially invited to verify our statement by a visit to our plant; guides will take pleasure in conducting visitors through all departments. They will cheerfully explain the different stages of manufacture, and give such other information as may be desired. We have no secrets, and shall be more than pleased to afford our friends and the public an opportunity to view and inspect the latest improvements required in the process of bottling beer.”

The original name of Western Brewery was changed in 1892, when the company was incorporated under its present name; until then the proprietorship had rested with Mr. Wm. J. Lemp exclusively, since that time his sons were admitted as partners. The officers of the corporation are: Wm. J. Lemp, President; Wm. J. Lemp, Jr., Vice-President; Louis J. Lemp, Second Vice-

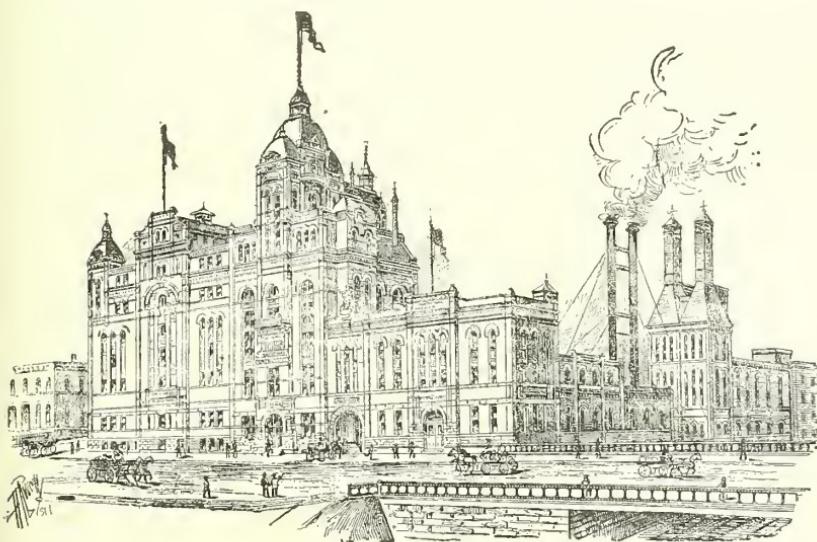


President; Henry Vahlkamp, Secretary; and Chas. A. Lemp, Treasurer. All the sons prepared themselves for the positions they occupy in the celebrated Brewer's School at New York City, and assist their senior in the management of this great industrial establishment in a most able manner, the founder of which is still active as in his younger years, known and highly esteemed in the community as a man of sterling qualities, broad and liberal views and at all times ready to advance the interests of the city, which has been his home for more than half a century.

NATIONAL BREWERY COMPANY.

Bell Main 11. Kinloch C163.

When the late Mr. Anton Griesedieck in 1877 bought the old Stumpf's Brewery on Buena-Vista and Shenandoah street and commenced to operate it, the plant was rather insignificant and



the beginning a modest one, but his beer was good, and he conducted his business in such a manner that the number of customers became so large within a short time, that the facilities of

this brewery were no longer sufficient. It was therefore sold in 1880 and the firm, which consisted of Anton Griesedieck and his sons, Henry Griesedieck, Junior, and Bernard Griesedieck, the firm name being the A. Griesedieck Brewing Co., purchased thereupon Christ Staehlin's Brewery on Eighteenth street and Lafayette avenue. Eight years later this was also sold, and almost immediately afterwards a new brewery was erected on the corner of Eighteenth and Gratiot streets by Henry, Bernard and Joseph Griesedieck, Mr. Anton Griesedieck having in the meantime retired from active business. They had the company incorporated under the present name, viz., National Brewery Company, and are the sole proprietors of the magnificent plant, which nearly covers an entire block. The substantial buildings contain a complete equipment of modern machinery and all facilities for the production of pure and wholesome beer, not excelled in quality and taste by any other St. Louis brew. The principal brands manufactured by the National Brewery Co. are known as the Muenchner and the Pale; their bottled beer bears the names of White Seal and Willuhafa Bottle Beer. The latest addition to the establishment consists of a large warehouse on the opposite side of Eighteenth street. The malthouse is located on the south side of Park avenue between Eleventh and Twelfth street and stands under the supervision of another brother, Mr. Frank Griesedieck. The company manufactures ice for its own use as well as for sale and has an extensive plant for this purpose on Thirteenth and Papin streets. The National Brewing Company has at present an annual output of over 100,000 and a capacity of 250,000 barrels; the local trade is very large and the extensive sales outside comprise Missouri, Illinois, Iowa and Oklahoma. The number of hands employed varies between 150 and 160. The officers are: Henry Griesedieck, President; Bernard Griesedieck, Secretary and Treasurer; and Joseph Griesedieck, Superintendent; all three are men of great activity, giving close attention to the conduct of their business, and are known for their integrity, strictness and liberality. Every one of the four brothers named in this article is a member of the St. Louis Merchants Exchange and all belong to various commercial and social organizations.

LOUIS OBERT BREWING CO.

Bell Sidney 431. Kinloch C105.

The brewery of this company was formerly called the Arsenal Brewery, and belonged for a number of years to Weiss and Obert, but is, since 1881, the sole property of Mr. Louis Obert, who can well be proud of his success as the result of his own energy and enterprise. The establishment was, in the beginning, a rather small concern, but he has made it what it is to-day, one of the largest brewery plants in the city. It may be stated in this connection that Mr. Obert refused to join the St. Louis Brewing Association, by which thirteen of our breweries were consolidated in 1889. Since that time his brewery became more extensive from year to year, so that new and larger buildings had to be added. Mr. Obert learned the brewery trade in his native land, Germany, came to this country in 1863, and made St. Louis his home ever since. Being a practical brewer it has been his constant aim to supply his customers with beer of the best quality. He is active from morning till night, and gives all his time to the supervision and management of his business. He is a member of the Merchants Exchange, of the South St. Louis Sharpshooters Organization, the South St. Louis Horsemen's Club, and of various other societies, a man of the strictest business principles, and is one of the best-known citizens, especially on the south side, where old and young respect him. The officers of the Louis Obert Brewery Company are: Louis Obert, President; Louis Obert, Jr., Vice-President and Treasurer, and August H. Kuhs, Secretary. The company is incorporated with a capital of 400,000 dollars, and is located at 2700 South Twelfth street, corner Lynch, where the various buildings cover more than half a block.

CHAS. W. MEYER—PHOENIX BREWERY.

Bell Sidney 455. Kinloch C146.

This brewery, one of the oldest in the city, was originally known as Staehlin's Brewery; was until 1877 owned and conducted by Mr. Christian Staehlin, whose father had built it in 1857.

It afterwards became the property of Mr. Anton Griesedieck and is since 1889 owned by the St. Louis Brewing Association and since quite a number of years managed by Mr. Chas. W. Meyer, to whose efficiency and successful management the reputation of its product is chiefly due. Mr. Chas. W. Meyer is a native of St. Louis, the second son of the late Chas. F. Meyer, the founder of the wholesale grocery firm of Meyer & Krug, organized in 1843, and afterwards the senior partner of the well-known firm of Meyer & Meister. Mr. Chas. F. Meyer was for many years a member of the Board of Public Schools, in which capacity his faithful services were duly appreciated; he was also one of the incorporators of the Franklin Savings Institution and for many years the president of the Germania Club, and one of the most prominent representatives of our commercial community. The son after receiving an excellent education, entered active business life when quite young and was during a long period identified with his father's firm; he combines American energy and enterprise with the proverbial German industry and perseverance, strictness and reliability and is well-known in mercantile as well as social circles. The Phoenix Brewery has never changed its location, being now half a century at the corner of Eighteenth street and Lafayette avenue, but it has been greatly improved in course of time and has now an up-to-date equipment.

CHAS. G. STIFEL BREWERY.

Bell Tyler 323. Kinloch A1537.

The active and useful life of an upright well-meaning business man, excellent citizen and true patriot came to an end when Colonel Chas. G. Stifel was called away from earth in March, 1900. He had shortly before completed his eighty-first year, had in 1897 celebrated his golden wedding, and lived in St. Louis for more than half a century. Soon after his arrival here (in 1849) he acquired a share in the old City Brewery, a very small concern when compared with the breweries of later days, located on Cherry street, now Franklin avenue, between Second and Third. Its daily capacity of eighty barrels was perhaps considered much at that time, but he foresaw the future growth of the city and

built in 1859 a new brewery at Fourteenth and Howard streets, whose daily capacity amounts at present to 350 or a yearly product of over 100,000 barrels. These figures indicate better than anything else his progress in business but his career is, aside from that, of more than usual interest. He came to America when eighteen years old, enlisted in 1846 for the Mexican war, but his company was never sent to the field and he proved his loyalty to his adopted country in 1861 when the defense of the Union became necessary. He formed and drilled in his brewery a company of citizens and participated with them in the three months Home Guard service, at the end of which he organized one of the Missouri volunteer regiments of infantry, became its colonel and filled this position with honor to himself and the State until the conditions of his own affairs compelled him to resign and to return to St. Louis. From that time on his ability and energy were principally devoted to the constant improvement and extension of his brewery ; he made it one of the best equipped in the city and its product a favorite beer wherever it is known. His great success enabled him to become interested in various other enterprises and to invest large sums in real estate property ; he was during twenty years the President of the Northwestern Savings Bank and may truly be called a public-spirited citizen, who was always ready to assist most liberally every laudable movement for the benefit of the city and its inhabitants. Advancing age caused him to withdraw from active business and the management of the brewery and other interests rests since many years in the hands of his only son, Mr. Otto F. Stifel, who combines American enterprise and energy with German industry and perseverance and who is fully imbued with the strict business principles and high integrity that characterized his father. The brewery became in 1889 the property of the St. Louis Brewing Association, and Mr. Otto F. Stifel is now its President ; he is also the President of the East St. Louis Ice and Cold Storage Company ; is a member of the Merchants Exchange, the Mercantile and the Union Clubs, and much esteemed for his personal qualities and affable manners.

MALT HOPS AND BREWERS' SUPPLIES.

The extensive brewing interests centered in St. Louis create constantly a great demand for malt and though most of our breweries have large malting plants of their own, a large part of the malt used by them has to be supplied from malt houses owned by others. They furnish extensive quantities to the local breweries, but ship much more to adjacent and distant States, and their output forms a large portion of our exterior trade. The firms so engaged deal also in hops of home and foreign origin and the territory of sales of this article is even more extensive than that of malt. The dealing in brewers' supplies goes hand in hand with the trade in malt and hops and constitutes an important branch of its own. The prominent firms devoted to these lines of business receive due mention in the following pages.

E. A. BUSCH & CO.

BREWERS' SUPPLIES.

Bell Main 691. Kinloch A809.

The breweries of St. Louis constitute one of the greatest industrial factors of the city, and it is therefore only natural that the dealing in brewers' supplies forms an important mercantile branch. Of the few firms which devote themselves to the selling and manufacturing of these supplies we wish to call particular attention to that of E. A. Busch & Co., established in 1894 by Mr. Edward A. Busch, a son of the late Ulrich Busch and a nephew of Adolphus Busch, the President of the Anheuser-Busch Brewing Association. It was in this great establishment that E. A. Busch acquired the theoretical and practical knowledge which prepared him so well for the business he now conducts and which has become more extensive from year to year. The firm keeps a full assortment of all articles known as brewers' supplies of domestic and foreign manufacture, and the territory of its sales, aside from local trade, comprises the Western, Southern and Southwestern States. It has always been the aim of the house to

give its patrons the greatest satisfaction in regard to quality and prices and to execute all orders, large or small, with the most careful attention. Among the various articles of the firm's own manufacture a superior grade of brewers' pitch deserves particular mention; it is made in the factory on Ninth and Lynch streets and sold to all parts of the country. The office and warehouse occupies the entire building number 108 South Main street, where the proprietor, Mr. Edward A. Busch, can be found at his post from morning till night, ever ready to serve his customers. He was born and raised in this city, received an excellent education here and abroad, inherited the congenial manners of his father, has a host of friends, and is one of the best-known business men of St. Louis.

CHARLES EHLERMANN HOP AND MALT CO.

Bell Main 1774. Kinloch D666.

When Charles Ehlermann left his native land, northern Germany, to join his uncle, Mr. Ernst Wattenberg, then a prominent merchant in St. Louis, and now the principal hop importer of New York, he was a youth of only fourteen years of age. He had received a good education under the parental roof, and completed it here in a commercial college, to make him still more fit for his duties in the firm of Wattenberg, Busch & Co., dealers in hop and malt and brewers' utensils, in which he entered as an apprentice, and from which he emanated as the successor and proprietor. During his connection with the firm he had served as bookkeeper, city salesman and representative on the road, had acquired a thorough knowledge of all the details in the hop and malt business, especially of malting, after Wattenberg, Busch & Co. had added the operating of a malt house to their business. It was in 1863 when the old firm ceased to exist, whereupon Mr. Ehlermann associated himself with Chas. Rueppel, but soon purchased his partner's interest, and in course of time that of his later partner, Philip Carl. The constant growth of business demanded more extensive malting facilities than those afforded in the malt house on Third and Plum streets, Mr. Ehlermann bought therefore a large piece of ground
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on Twenty-second street and Scott avenue, adjoining all the railroad tracks running into Union Station, so that cars can be switched to and from the malt house with the greatest convenience. The building erected upon this site in 1881 contains in its many stories the most approved and practical malting arrangements and a very large grain elevator. The firm uses only the best grades of barley grown in the principal barley producing States of the West; the superior quality of the hops sold by the firm comes either from Oregon, the State of New York, or from Bohemia (Saaz) and Bavaria. Mr. Ehlermann is acknowledged one of the best judges of hop and malt, and gives his special attention to the purchase of both. The house also deals extensively in brewers' utensils, keeping a full assortment permanently on hand. The territory of sales comprises all Western, Southern and Northern States, British Columbia, Mexico and parts of South America. The Ehlermann Hop and Malt Company's malt house has a capacity of one thousand bushels per day with a working force of from forty to fifty hands. The company enjoys a well deserved reputation for strict and fair dealing, and has earned the fullest confidence of its customers. Mr. Charles Ehlermann, the President, is well-known all over the country, and a typical representative of the German-American business man, combining energy and enterprise with industry and perseverance, and a great favorite in social circles; Mr. Otto Giesecke, for many years identified with the house, is the efficient Vice-President and Secretary, and likewise highly esteemed by all who know him.

FRANK W. FEUERBACHER & CO.

Kinloch B716.

The malthouse of Frank W. Feuerbacher & Co. was first located on South Broadway, between Victor and Sidney streets, but occupies since a number of years the spacious building, No. 2705 South Broadway, and is fully equipped with all facilities for the production of a first-class article of malt. Only the best barley is used by the firm, and the careful handling from the time of its arrival to the sending out of the malt has given the latter a well-deserved reputation with our local brewers and those of

Missouri, Illinois and old Mexico, which latter country consumes a very large part of the output. Mr. Frank W. Feuerbacher is the sole proprietor, and began operations as a maltster in 1880, after acquiring a thorough knowledge of the art of brewing in the brewery of his father, the late Mr. Max Feuerbacher, who, for many years, stood at the head of the Green Tree Brewery of this city. The Feuerbachers constitute a brewer family of olden date; the grandfather of Frank W. Feuerbacher conducted a brewery in Muehlhausen (Germany); his father learned the trade at home, and made a remarkable success in it after coming here. The proprietor of the malt house of which we speak, represents, therefore, the third generation, and is, like his ancestors, a man of the highest integrity and of fair dealing in business and all other matters; he is the President of the Southern Commercial and Savings Bank, to which we refer in another part of this volume, a member of the St. Louis Merchants Exchange, and of several charitable and social organizations, being a man of well-meaning, kind disposition, ever ready to assist laudable undertakings, and to promote the general welfare.

H. GRIESEDIECK & COMPANY.

Kinloch D390.

One of the oldest St. Louis malt firms is that of H. Griesedieck & Co., as it dates back to the year 1866. Its malt house was originally located at 706 Carr street, on the site of the first Lafayette Brewery, but the growth of trade required more space and better facilities, so that the much larger plant at 1130 to 1134 South Twelfth street was established in addition to that on Carr street. Mr. Henry Griesedieck began operations in the aforesaid year, but had been identified with the malting branch for some time previous. The malt house on Twelfth street contains the most modern equipment for malting purposes, and its yearly output amounts to 150,000 bushels barley malt of superior quality, the firm making it a rule to purchase only the best brands of barley and to provide for its careful handling. It is sold to St. Louis breweries as well as in the adjoining States and Texas. The firm deals also extensively in hops and

brewers' supplies, and enjoys a well-deserved reputation for honest and fair dealing, and the great attention given to all orders. Mr. Henry Griesedieck, who died in 1900, was an old citizen of St. Louis, a man of the highest integrity, much respected among business men and well-liked by all who knew him. The only son of the founder, Mr. Paul Griesedieck, had for many years been the able assistant of his father, and is since the death of the latter, his able successor in the ownership and management of the business. The two malt houses are conducted under his personal supervision, to which he devotes all his time and attention, strictly adhering to the honest business principles laid down by his predecessor. The office is attended to by Mr. Theodore L. Mann, who has been connected with the firm for a great number of years.

TINKER & SMITH MALTING CO.

Kinloch D13.

Mr. George Tinker may justly be called the veteran maltster of this city, having commenced operations in this industrial branch in 1851, more than half a century ago. He is a native of Pennsylvania, in which State he spent his boyhood; after learning the maltster's trade in the malthouse of his uncle, Joseph Wainwright, in Pittsburgh, he came in 1850 to St. Louis and worked first in the Fulton Brewery, owned by his cousin, Sam. Wainwright, who later on became the partner of Charles A. Fritz in the firm of Fritz and Wainwright. The brewing industry of St. Louis was at that time in its infancy; there existed a number of breweries, all on a small scale, but Mr. Tinker saw in advance the development which the future was bound to bring, and built his plans upon this conviction. He established a malthouse on Third street, between Plum and Cedar; six years later (in 1857) he associated with himself Mr. William Smith and their business became so extensive, that a malthouse of far greater size proved necessary. Such a one was built and opened in 1864 on Tenth street, reaching from Franklin avenue to Wash street, and was at that time the largest of its kind in the whole Western country. During that period and up to about 1885 very

few St. Louis breweries did their own malting, and this fact gave the firm sufficient patronage to warrant constant enlargements of their plant, but in spite of these extensions still larger accommodations were needed and this caused the erection of a malt house on Seventeenth, between Market street and Clark avenue. The incorporation of Tinker & Smith Malting Company took place in 1879, in which year Mr. Zach. W. Tinker, the son of the senior partner, became a member of the firm, which for years and years supplied many local and a great number of breweries outside the city with malt. Mr. Tinker's thorough knowledge and long experience in his line gave the product of the establishment a particular prestige for superior quality and this fame is still attached to it. The malting business underwent a change in course of time, all the large breweries adding their own malthouses to their plants and the Tinker & Smith Malt House forms now part of the Columbia Brewing Company of this city, in which Mr. George Tinker is a large shareholder and Mr. Zach. W. Tinker, of whom we speak elsewhere, the Treasurer. Mr. George Tinker is no longer active, but his advice and experience renders valuable assistance to the younger generation; he is interested in several important enterprises and devotes his time and attention to the taking care of these interests. He has always been a man of the highest integrity and the strictest business principles, of a well-meaning disposition, liberal-minded and generous, qualities which have won him the confidence and esteem of all who know him.

CHAS. F. HERMANN.

Many of our retired merchants can point to a more or less interesting history of their career, but very few, if any of them, can look back upon such an eventful life as that of our old fellow-citizen, Mr. Charles F. Hermann. Born in the ancient city of Mannheim in 1826 as the son of Johann Wilhelm Hermann, the proprietor of the Mohren-Apotheke, who belonged to the notables of the place, he received his education under the paternal roof from highly intelligent parents and at the Lyceum of his native town. Talent and inclination and the example

given by one of the most celebrated scenic painters of his time, Professor Muehldorfer, whose brush gave particular luster to the court theater at Mannheim, awoke in young Hermann the desire to devote himself to this art, but the father's wish to have his son become a merchant frustrated the latter intention. A friend of his father was selected to acquaint him with the mysteries of the retail grocery trade, but a few weeks were sufficient to convince the apprentice that he would never make a success as a dispenser of coffee, sugar and rice. By the advice of an older brother who held a prominent position in a banking house at Lyons, the seat of silk-weaving, he went there, hoping that his outspoken ability in drawing would secure him a congenial occupation in one of the great silk factories of that place, but the French mode of life and France in general did not suit him ; he returned to Mannheim and after a short stay at home he entered the service of a large business firm, in Cannstadt ; the four years so spent according to his own statement in a very interesting book, of which we speak later, were a loss of time and energy ; at the end of the four years Cannstadt could hold him no longer and he acquired a position with an art dealer in Mannheim, who duly appreciated his talent and taste, but a tempting offer from his brother brought him once more to Lyons. This was in 1846. The French Revolution of 1848 was not without effect upon the young German in a foreign country ; trade and commerce were at a standstill and though his position was not endangered he preferred to resign, served several months in the National Guards, then returned to Germany, where the revolutionary movements, begun in March, 1848, had by this time been suppressed by monarchic bayonets, but the new outbreak in Baden in the spring of 1848 was from the start so hopeless, that the wise counsel of his good mother (his father had died the year before) caused the son to prevent his entanglement in fruitless difficulties by going to Switzerland and from there to Genua, where letters of recommendation secured him the secretaryship in the world-renowned Hotel Feder. It was here where the officers of a United States warship, lying in port, came in daily contact with him, and their narratives aroused in him the ardent desire to see the new world, which his older brother, the

late Dr. J. H. Hermann, so well known in our city, had made his home in the fall of 1849. This desire would probably have been fulfilled much sooner had it not been for the objection raised by his mother, who did not want to see another son beyond the Atlantic, but she yielded at last and gave her consent in the hope that he would return after visiting his brother. The voyage on board of an American sailing vessel lasted forty-three days, the trip from New York to Fayetteville, Arkansas, in whose immediate neighborhood this brother had settled, absorbed several weeks as the greater part of it had to be made by slow-going river craft. Hermannsburg, which name had been given the place by Dr. Hermann, became the home of the younger brother in the spring of 1853. Industrial and mercantile pursuits in a sparsely populated locality were more or less involuntarily chosen by the newcomer, but he succeeded in building up a lucrative trade within a comparatively short time. Peace and prosperity dwelt in the home which he had founded for his family—he had married in September, 1854—and in the neighborhood, inhabited by industrious, thrifty farmers, whose labors were well rewarded by the soil and climate of Arkansas; and outspoken welfare reigned in the entire region until the clouds of the Civil War began to darken the heretofore serene sky. Situated as they were near the frontier of Missouri and their own State, both of which numbered among the slave States, but geographically the next neighbors of free States, Fayetteville and surroundings were soon exposed to all the hardships and cruelties inseparable from war. The Hermanns like most of the Germans in Missouri and Arkansas, were loyal to the Union, but the people of Arkansas were too closely affiliated with the South and joined at once the Confederate States. The consequences quickly followed; the border States became the battle ground for many bloody encounters, but worse than that were the dangers with which the Unionists were threatened by the guerrilla warfare of marauding rebels and not seldom by their secesh neighbors. Mr. Hermann and his family lived in constant fear, the dangers multiplied from day to day; their anguish and fear, only too well founded, became unbearable and the safety of their lives rested ultimately in a hasty flight, leaving all their possessions behind them.

With the assistance and under the protection of Northern officers and soldiers both brothers were enabled to bring their wives and children to Washington, Missouri, where they found refuge under the sheltering roof of their wife's family. Mr. Chas. F. Hermann had lost nearly all he had; he came in 1864 to St. Louis to seek employment and found it in the office of Mr. Adolphus Buseh, at that time a dealer in malt, hops and brewers' supplies. The experience thus acquired proved more than useful to him as it led to the establishment of his own business in 1865. The firm of Chas. F. Hermaun & Company, in which Mr. Oscar Jansen was for a number of years a partner, became very prominent as importers of Bavarian and Bohemian hops and dealers in brewers' supplies. Mr. Hermann withdrew from active business in 1887; with an intermission of two years (1874 and 1875) during which he attended lectures at the University of Heidelberg, he has devoted nearly a quarter of a century to mercantile pursuits in our midst, which resulted in a handsome competency. He has recently published a history of his family, beginning with the year 1650, and followed up to the seventh generation, formed by his own grandchildren — a highly interesting work, valuable not only as a historical contribution, but also from a literary standpoint and especially attractive for his own impressions and the vivid description of scenes and happenings in Arkansas and Missouri during the War of the Rebellion.

HIGHWINE, LIQUORS AND WINE.

Highwine, whisky and other liquors, as well as wines, are sold and distributed in large quantities by St. Louis houses, but only a part of it is made here, the rest being drawn from other States of the Union and a certain portion from Europe. Some local firms own distilleries in Kentucky, the home of Bourbon whisky, the celebrated product of not only Bourbon County but of many other counties in the same State. The supply of highwine comes principally from Illinois, especially the Peoria district. The local distilling and rectifying is confined to a few establishments, but the number of wholesale dealers and jobbers

in these commodities is very large and some of them have an extensive trade in and outside the city. There are firms which deal exclusively in liquors, and others which sell only wine, but most of them carry both. The wine trade of this city comprises domestic and foreign wines, the former from the vintages of California, Missouri, Ohio and Illinois, the latter from Germany and France. Rhine and Moselle wine and Pfaelzer (the product of the Palatinate) are largely imported, and France furnishes especially Bordeaux and the various brands of champagne, but we have in our midst an extensive establishment for the manufacture of a much favored champagne made from Missouri and Ohio grapes of which we speak elsewhere. The receipts of highwine and whisky in 1901 were 145,225 and the shipments 147,664 barrels; receipts of wines and liquors within the same period comprised 23,760 barrels and 95,933 boxes and cases. The valuation of imported spirituous liquors in that year amounted to 21,032, and of sparkling wine 124,214 dollars. St. Louis wholesale dealers supply the Mississippi Valley and many of the Western and Southern States, making regular sales through their agents and traveling representatives, and not a few of these firms rank among the prominent business houses of the city.

AMERICAN WINE CO.

Bell Lindell 732. Kinloch D584.

Cook's Imperial Champagne, the chief product of the American Wine Company, is since many years a household word in first class hotels and restaurants, in clubs and in the best families all over the country. It was in 1859 when Mr. Isaac Cook, then a resident of Chicago, conceived the idea to produce champagne from American grapes, that would successfully compete with the imported article from France, to which end he purchased large tracts of land in the best wine district of Ohio, erected an extensive plant in Sandusky, where the grapes are pressed and the juice kept in large cellars until shipped to St. Louis, where the champagne is made. The St. Louis establishment of the American Wine Co., which Mr. Cook organized in 1866, with a paid-up

capital of 350,000 dollars, covers a large piece of ground on Cass near Garrison avenue and is a model in its equipment; its capacity for manufacturing reaches 10,000 bottles per day and the vaults can hold over a million. The excellent qualities of Cook's Imperial make it a favorite with connoisseurs all over the country and the first prize for purity, flavor and taste has been awarded it at many Expositions at home and abroad. The still wines of the company are not less celebrated than its Mousseux. Mr. Douglas G. Cook, the oldest son of the founder, has a thorough knowledge of all the details pertaining to the wine branch and is the President of the company since his father's death (in June, 1886) and devotes his whole time to the management and supervision of the constantly extending business; Mr. Chas. H. Neun is since many years the Secretary and Mr. Jules Kurz, a native of France and expert in champagne manufacture, the Superintendent.

JOHN BARDENHEIER WINE AND LIQUOR CO.

Bell Main 1080. Kinloch A543.

A thirty years' existence of a mercantile firm means a long time of active, energetic work, and Mr. John Bardenheier can look back upon such a period with all the satisfaction, which success gives to the honest, enterprising business man. The spacious double stores, numbers 212 and 214 Market street, and the cellars underneath, contain an almost unlimited stock of wines and liquors, which afford the customers of the house so complete an assortment to select from, that it would be difficult to find better opportunities for the purchase of these articles. Direct importations of Rhine, Moselle and Pfaelzer wine, including red Assmannshausser, Oberingelsheimer and French Bordeaux, are a special feature of the house; the best wines of American growth from the vintages of California, Missouri and Ohio are permanently kept on hand, and the stock of liquors comprises among others such celebrated brands of hand-made sour mash Kentucky whiskies, as Woodford, Old Style Honesty, Moonlight, Pure Rye, etc.; and of brandies, the King of all, California grape brandy, besides the finest imported cognacs, rums, and arracs,

Irish and Scotch whiskies. The firm has also the agency for Dr. Vanderbilt's genuine Holland Maagbitters, which possesses unsurpassed sanitary and tonic properties. Long experience, ample means and direct purchases enable the firm to give their patrons at all times the best terms. Mr. John Bardenheier, the President of the company, is a highly intelligent business man, has traveled and seen a great deal, gives the fullest attention to his business, and is one of the most popular merchants of St. Louis. His sons are actively engaged in the firm and worthy scions of their ancestor. Mr. Chas. W. Bardenheier is Vice-President, and Mr. John H. Bardenheier, Secretary of the corporation, and they are ably assisted by their younger brother, Joseph A. Bardenheier.

A. GRAF DISTILLING COMPANY.

Bell Main 1898m. Kinloch B784.

A business existence of more than thirty-four years is in itself a proof of the reliability and excellent standing of a firm and Mr. August Graf can look back over such a long period, spent in active business life at the head of its own establishment, founded by him in 1867 and ever since conducted under his personal management and at the same place. The firm keeps a very large stock on hand, consisting of wines and liquors, imported and domestic, pure and unadulterated. The Old Capitol Pure Rye Whisky forms a specialty of the house. Few wholesale firms in the city can boast of such a large local trade and such extensive sales all over Missouri, Kansas, Illinois, Iowa, Indiana, and Oklahoma, as the A. Graf Distilling Company and its trade is constantly increasing as a result of the fair and liberal dealing with all its customers. Great care is given to the handling and treatment of goods and the filling of orders, large or small. The growth of trade made additional space necessary from time to time and the four buildings Nos. 1323, 1325, 1327 and 1329 South Seventh, between Rutger street and Park avenue, are since many years used for office, salesrooms and warehouses. Another evidence of the firm's permanent success is its recent incorporation with a greatly increased capital of 100,000 dollars. The incorporators are Mr. August Graf and his sons, Messrs. Adolph A. and Louis J. Graf,

who are their father's able assistants in the conduct of the business. Mr. August Graf is a Director in the Lafayette Bank and one of the best known business men in the southern part of the city.

HOMAN DISTILLING CO.

Kinloch B175.

The Homan Distilling Company is a comparatively young firm, but has in the short space of five years gained not only an extensive trade but also a well deserved reputation for fair dealing and the excellent quality of the liquors and wines, domestic and foreign, with which it supplies the market. The firm was incorporated under the above name in 1897 by Messrs. Henry C. Homan and John L. Weiners, President and Vice-President respectively. Mr. G. Limberg holds the position of Secretary. They are distillers of the Brookland Club Brand and Monogram Rye Whiskies, so favorably known to connoisseurs, also dealers in and importers of Brandies, Rhine and Moselle Wines, and their direct importations enable them to furnish their customers the best unadulterated goods at the most liberal prices. The list of wines includes some of the finest and well known brands from celebrated German vintages, constantly kept on hand, likewise a complete assortment of French cognacs and cordials. The firm's local trade, wholesale and retail, has become more extensive from year to year, especially so the department for private consumers; the outside sales comprise the Western and Southern States and grows continually. The success of the firm is due to its fair and honorable dealing with all its customers, the attention given to all orders, large or small, and the great care bestowed upon the contents of the cellars. Mr. Hy. C. Homan has been identified with the liquor and wine trade for twenty-five years and has a thorough knowledge and experience in these branches, besides being a very affable and congenial man with a very large circle of friends and acquaintances. Office and sales-rooms are at 410 Market street, opposite the Court House.

METTE & KANNE DISTILLING CO.

Bell Main 2305m. Kinloch A363.

The Mette & Kanne Distilling Company looks back over an honorable career of more than forty years, having been established as early as 1862 by Mr. Louis Mette, who some years later formed a co-partnership with Mr. George Kanne under the firm name of Mette & Kanne. They were for many years located on North Second, near Green street (now Lucas) avenue, till the constant growth of their trade made larger quarters necessary and caused a removal to No. 403 Main street, two doors north of Locust, which entire building is used by the firm for its rectifying department, warehouse purposes, salesrooms, and offices. The incorporation under the present name took place in 1891. They are wholesale dealers in domestic and imported wines and liquors, and whatever they put on the market is of the purest and best quality, unadulterated and wholesome. They distribute the celebrated St. Gotthard and Dr. Sims Bitters, tonics of acknowledged value and highly recommended by prominent physicians. Aside from their extensive local trade the territory in which their goods are sold in large quantities, comprises Missouri, Illinois, and many other Western, Southern, and Southwestern States. The firm is known for its reliability and the care and attention given to the filling of all orders, large or small, so that their customers can always be sure to be served with the greatest promptness from the very complete stock permanently kept on hand. Ample means enable the firm to compete favorably with others in the same branch and to give their patrons the fullest satisfaction in regard to prices and quality. The stockholders of the company form the Board of Directors and are also its officers, namely: Louis Mette, President; Jos. A. Kanne, Vice-President; Jos. P. Mette, Treasurer; Louis P. Kanne, Secretary. Mr. Louis Mette was born in Hannover (North Germany) and came to St. Louis in 1850; Mr. George Kanne hails from Rhenish Prussia, and both brought with them the industrial and frugal habits, the integrity and uprightness, which characterize the inhabitants of their native countries. The great success of the firm and the

reputation which it enjoys, are the well-deserved result of these meritorious qualities and the sons of the two original partners follow in the footsteps of their seniors by adhering to the strict business principles laid down by them. They are all well known in commercial circles and have a host of friends. Mr. George Kanne retired in 1897 from active participation in the management on account of failing health and lives now in Peoria, but retains his interest in the firm as before.

GEO. STARK, Prest.
OTTMAR G. STARK, Vice-Prest.
ALBERT THIELE, Sec'y & Treas.

TELEPHONES:
Bell Main 2070.
Kinloch A585.

GREAT WESTERN WINE & LIQUOR CO.

NATIVE AND IMPORTED

WINES, BRANDIES & CORDIALS.

S. W. Corner Fourth & Market Sts.,

ST. LOUIS, MO.

NELSON DISTILLING CO.

Bell Main 2630. Kinloch B640.

The firm of Brueggemann & Menke, from which the Nelson Distilling Company originated, was established in 1878 by Mr. George H. Brueggemann and Mr. George C. Menke, and the incorporation of the company took place in 1882 with the following incorporators: George H. Brueggemann, George C. Menke and Sam. Schleef. The present officers are: George C. Menke, President; C. F. W. Wiegand, Vice-President and Gerhard Heye, Secretary. The firm was for many years located on North Third near Carr street but occupies now much larger quarters at number 812 North Fourth street, which building reaches through to the west side of Third street thus affording ample accommodations

for storage, salesrooms and offices. The firm keeps a large and well assorted stock of liquors, among them some of the best brands in the market, which are sold all over Missouri, Illinois, and Arkansas. The Nelson Distilling Company have always been known for its reliability, its fair and liberal dealing with all its customers, and enjoys a well-deserved reputation as one of the most reliable houses in the liquor branch, giving the greatest attention to the execution of all orders, may they be large or small, and at all times aiming to give their patrons the fullest satisfaction.

WILLIAM H. LEE & CO.

WHOLESALE LIQUORS.

BOB BRIARLY.

MCGREGOR.

PEMBERTON.

KINGSTON RYE

No. 311 N. 2nd St., ST. LOUIS.

Bell Main 2032.

Kinloch B829.

G. H. OSSING & COMPANY.

Bell Main 2347m.

This firm is now for more than thirty years in existence, having been established in 1869 by G. H. Ossing and Hermann Stamm. After the latter's withdrawal, a copartnership was formed between Mr. Ossing and Mr. G. F. Seebold, which two gentlemen conduct the business ever since. The firm deals in all kinds of liquors and makes a specialty of fine Kentucky whisky and Eastern ryes from the most prominent distillery houses. They have always a large stock of the various brands on hand,

likewise of imported and domestic wines, cordials, etc. It is the constant aim of the firm to supply its customers with articles of the best qualities, carefully handled and pure and on the most liberal conditions. Both partners are men of the greatest integrity and strictest business principles, reliable in all their dealings, excellent citizens, and enjoy the respect of all who know them. The sales of the firm are principally made all over Missouri and Illinois, aside from an extensive city trade. The office and warehouse are at number 11 North Second, between Market and Chestnut streets, and all orders, large or small, are filled with the greatest promptness and care, a fact duly appreciated by their many customers.

CHAS. REBSTOCK AND COMPANY.

Kinloch A802.

There is a vast difference between whisky and whiskey, and the superior article, manufactured and distributed to dealers and jobbers by Chas. Rebstock and Co. may justly be recommended as healthful, pure and free from detrimental ingredients, so that its use is frequently prescribed by the most conscientious physicians. It is a hand-made sour mash whisky, comes from the distillery at Bergin, Kentucky, and is sold all over the Western and Southern States, also in Europe, Asia, Africa and South Africa, its export to these foreign countries absorbing a great part of the distillery's output. The principal brand brought in the market by the firm is called "Old Stonewall," and the special favorite of connoisseurs. The house is one of the oldest in its line in our city, having been established in 1870 by Mr. Chas. Rebstock, the sole proprietor, who by his energy and industry has succeeded in building up a very extensive trade. He was born in Cincinnati, came during his boyhood with his parents to this city and made St. Louis his home ever since. He was quite young when he went into business for himself and soon won the respect and esteem of his fellow-citizens; he is a member of the Merchants Exchange and various other organizations for the promotion of our commercial interests. Mr. Rebstock received an excellent education, is a great reader and spends much of his leisure hours in his well-

selected library, but he is also very fond of traveling and has twice made a prolonged voyage around the world, sojourning for long periods in China, Japan, the Indies, Australia, the Holy Land, Turkey, and the different countries of Europe. Being very urbane and affable in his ways and manners, upright and honest in all his dealings and without any prejudices, he is highly esteemed and well liked in mercantile and social circles, a German-American in the best sense of the word. The office and warehouse were first located at 207 South Second street, but larger accommodations became necessary and they are since many years removed to the spacious building No. 200 South Main, corner of Elm street, which is entirely used for the firm's business.

H. A. STEINWENDER.

A. C. SELLNER.

G. A. STEINWENDER.

STEINWENDER & SELLNER

Distillers,
Importers,
and Dealers in

FINE KENTUCKY WHISKIES.

No. 117 South Broadway, ST. LOUIS, MO.

Established 1870.

Bell Main 2835.

Kinloch A886.

EDWIN SCHIELE & COMPANY.

Kinloch A134.

This firm was originally established in Cincinnati, where it remained from 1896 to 1900, in which latter year a change of location brought it to St. Louis, the city in which Mr. Edwin
35K

Schiele had been born and raised, he being the son of the late Mr. M. Schiele, a prominent wholesale merchant of the greatest respectability. The trade acquired in Cincinnati was transferred in a large measure to St. Louis and extends now over all the Western and Southern States, especially covering Texas, Arkansas, Louisiana, Mississippi, Missouri and Illinois, in which States Mr. Schiele and his partner, Mr. Dave Kriegshaber, have a large personal acquaintance from the many years during which they represented a Cincinnati house in the capacity of commercial travelers. The firm manufactures and sells high grades of whisky only, Autoocrat Rye and Geisha Malt Rye being their leading brands. The reputation which the firm enjoys is based upon the fact that exclusively a pure and unadulterated article is sent out, that they are strict and reliable in all their dealings and give their patrons the best possible conditions. Great care is always given to the filling of orders and their customers can safely rely upon the quality of goods shipped from this house. The firm occupies the entire building No. 107 North Main street, and has a working force of twenty-five employees, superintended over by the two young, energetic and industrious proprietors, who devote all their time and attention to the management of their constantly growing business.

TEUSCHER & CO.

Distillers and
Wholesale
Liquor Dealers.

7 & 9 North 3rd Street, ST. LOUIS, MO.

Established 1873.

SIELEMANN DISTILLING COMPANY.

Kinloch B1315.

One of the best known firms in the wholesale wine and liquor branch is that of Sielemann & Company at 1300 North Broadway, the northeast corner of O'Fallon street. This business was established in 1893, by H. E. Sielemann, Emil Floerke and Walter Sielemann under the firm name of Sielemann & Floerke, but is now owned and conducted by Mr. H. E. Sielemann and his two sons, Henry and Walter Sielemann. A large stock of domestic and foreign wines and liquors is constantly kept on hand, so that every order can be filled without delay. The house deals especially in Royal Rose, Sour Mash Bourbon and Old Spike Sour Mash Bourbon and Rye and also in other brands of whisky at prices to suit their customers. The firm has a large local trade, which has grown from year to year by fair and upright dealing and the distribution of only pure and price-worthy goods. Mr. H. E. Sielemann came to St. Louis in 1866, and made this city his home ever since; he hails from Lippe-Detmold (North Germany) and possesses all the characteristic qualities for which the men of that country are justly celebrated: industry, honesty and frugality. He was for many years connected with the H. Gehner Distilling Company, has a thorough knowledge of all the details in this branch and is ably assisted by his sons, who were born and raised in St. Louis, and are like their father full of activity and energy.

STRACKE & CAESAR.

The copartnership of Mr. Albert Stracke and Mr. Frederick Caesar dates back to the year 1863, and was formed by them in Keokuk, Iowa, where they established a wholesale liquor house under the firm of Stracke & Caesar. They remained in that city during eleven years, but became tired at last of the more or less stringent prohibitory laws which has made the State of Iowa so notorious, not to say obnoxious, to liberal-minded people and all believers in personal liberty. It was in consequence of this state of affairs, that the firm resolved to seek a better and larger

field for its operations, and St. Louis was selected as the most appropriate place. The two partners came here in 1874 and immediately opened their establishment at No. 208 North Second street, between Pine and Olive, at that time the center of the wholesale grocery trade of the city. It speaks well for the firm that it still holds the same location in spite of the fact that so many other houses in that district have gone further west. Stracke and Caesar remained in their old place, kept their old customers and acquired new ones, winning and retaining their fullest confidence by reliable dealing and fair treatment of their patrons as well as by the quality of their goods. They have at all times an extensive stock of liquors on hand and execute orders, large or small, with the greatest care and attention. Their assortment comprises the best brands of imported and domestic liquors, including among others such celebrated whiskies as Old Crow, copper distilled whisky from Woodford County, Ky., and from the Hermitage distillery (also copper distilled) in Franklin County, Ky. Whatever may be sold by the firm can be considered pure, unadulterated and satisfactory to dealers and consumers. The owners of this business enjoy the respect and esteem of the commercial community, number among the most prominent merchants of St. Louis, are public-spirited citizens and have a large circle of friends here and elsewhere.

WEST END HOTEL.

Bell Lindell 360. Kinloch C929. Manager's Office, Kinloch 1208.

The West End Hotel is exclusively a family hotel; it was built as such and the constant aim of its management is to make it a hotel which secures for its patrons all the comforts of an own home without the tribulations and disagreeable features more or less inseparable from the conduct of a household. In other words, to live in the West End Hotel means to enjoy home-life without its cares, to be free from all annoyances and vexations caused only too often by those whom you need to keep your house in order or on whom you have to rely for kitchen and table supplies and hundred other things. The West End Hotel stands on the corner of Vandeventer avenue and

West Belle Place, far away from the business district of the city, from dust and smoke, but conveniently accessible to all street car lines. Its location in the West End residence part of St. Louis gives it the most beautiful surroundings, with wide and clean streets, pure air, and one might almost say a country atmosphere. The building was constructed after the best plans. It is a massive structure five stories in height; every part of it is well ventilated and light. There is no better arranged family hotel in the whole United States than this one, whose proprietors have freely spent and are still spending large amounts of money



for its interior and never tire to add new improvements. No expense is spared in the furnishing of rooms or suits of rooms, and their walls are painted as a means of particular cleanliness. The spacious parlors are furnished and decorated with superb taste; the large dining-room, beautiful as it is in itself, becomes still more so by the attractive table arrangements, including the finest china and glassware. The culinary department of the West End Hotel furnishes meals of unexceptional quality, the menus being composed of solid viands and delicacies in unlimited variety. The greatest care is bestowed upon the bathrooms and sanitary arrangements, which are equal to those in the most luxurious

private residences. Kitchen and laundry are so located that their existence is not felt by the inhabitants of the hotel; the same may be said of the heating apparatus, the furnaces being smoke-consuming, likewise the boilers for the engines by which the elevators and the dynamos are operated, which supply every part of the building with electric light. All these are situated in the basement or cellar floor, but entirely separate from the storage rooms, the wine cellar, etc. This latter is well stocked with the finest brands of liquors, a full assortment of domestic and imported wines and champagnes. The large and handsome lobby on the first floor forms an additional attraction by not being used as a public resort as in other hotels, so that ladies can at all times approach the office without the least embarrassment. The West End Hotel is patronized by refined men and women only, and only such are accepted within its walls, a fact which is a sufficient proof of the high respectability of this magnificent caravansary. It is the property of the Forster family, which is another guaranty of its character, and its management lies in the hands of Mr. David Lauber, a hotel man of long experience, who gives his personal supervision to even the smallest details, and under whose superintendence the most attentive service is rendered to those who enjoy the unsurpassed comfort of this admirable establishment.

TABLE SUPPLIES, RESTAURANTS AND PUBLIC RESORTS.

FAUST & SONS OYSTERS AND RESTAURANT CO.

Fulton Market, Bell Main 1229m. Kinloch A873.
Restaurant, Bell Main 30. Kinloch A877.

The traveler bent on pleasure or to become acquainted with the country,—the merchant, capitalist, artist or professional man—coming for the first time to St. Louis, will hardly be twenty-four hours in the city before he knows all about Tony Faust and his restaurant; if he is a foreigner, he may have heard of him in Hamburg and Bremen, in Berlin or Vienna, in Paris or London;

if an American of whatever nationality and part of the United States, the name of the St. Louis caterer may be known to him from hearsay, but he will under all circumstances lose neither time nor opportunity to visit Faust's restaurant and see for himself. The imposing structure on the northeast corner of Broadway and Elm street, forming a part of the Southern Hotel Block, will convince the stranger that he comes to a public place of unusual dimensions and attraction, and when he sits down, alone or with some friends, to a meal, he will quickly find out that there is a Delmonico west of the Mississippi and that he finds himself in an establishment which stands in the front rank of its kind. Mr. Anthony A. Faust began his career in our midst in 1863 as the proprietor of a small restaurant in the southern part of St. Louis about twenty blocks distant from where he is now; he prospered and resolved to locate in the center of business and traffic, in the close neighborhood of our largest hotels and theaters, and with this view he opened in 1870 a well-appointed establishment at the aforesaid corner. The same was partly destroyed by the Southern Hotel fire in 1877, and was immediately rebuilt on a larger scale, including a roof garden, the first ever seen in this country. But this was not the only new feature introduced by him: a year or two later he established Faust's Fulton Market for the sale of fish, oysters, poultry, game and delicacies of every nature, first in retail and soon after adding a wholesale department. This enterprise met with a wonderful success and has become more extensive from year to year. The restaurant business grew likewise in such a measure, that larger quarters became necessary, so that in 1889 the present substantial building was erected by Mr. Faust. The interior arrangements are unsurpassed in elegance and comfort. The cuisine is justly celebrated for the quality of its viands, and so are the contents of the cellar. The Fulton Market was, in course of time, transferred across the street to 414, 416 and 418 Elm street. This establishment, a marvel of beauty and taste, is a real accommodation to the public and proves a veritable benefactor to thousands of households by furnishing them at all times, and on short notice, with the choicest eatables from every part of the globe, with unsurpassed

delicacies of every description. A complete list of them would fill several pages of this book. A specialty consists in ready-made dishes, kept on hand or executed according to order, and the delivery system of the firm extending to the outskirts of the city is so perfect, that the greatest promptness is invariably secured. Unrivaled shipping facilities bring fish, oysters, etc., from sea coasts and lakes in perfect freshness to the refrigerators on Elm street, and every precaution and care is observed in the interest of patrons. Mr. A. E. Faust gives his personal attention to the general management and supervision of the different departments. He is one of the best-known men in business and social circles, very affable, a public-spirited citizen, and has a host of warm friends. The Faust & Sons Oyster and Restaurant Co. is incorporated under the Missouri State law. Mr. A. E. Faust is its President, Mr. E. A. Faust, Vice-President, and Mr. A. R. Faust the Treasurer. The two sons combine, like their father, German perseverance and industry with American enterprise and business tact, and are just as well liked as the famous "Tony Faust" himself. The oldest son, Mr. E. A. Faust, is since several years the second Vice-President of the Anheuser-Busch Brewing Association, whose various celebrated brands of beer on tap and in bottles are served in Faust's Restaurant and Bar-room.

CHEROKEE GARDEN.

Bell Sidney 438. Kinloch C293.

One of the oldest summer gardens and public resorts in our city and known to all St. Louisans, is the Cherokee Garden, situated on Iowa avenue and Cherokee street, a favorite place not only of those living in the southern and southwestern part of the city but frequently patronized by ladies and gentlemen from all other directions. It was in 1867, thirty-five years ago, when Philip Besch and his wife bought a tract of land on Cherokee street now bounded east by Iowa and west by California avenue, where at that time scarcely any houses stood in the neighborhood. There they built a substantial two-story house to serve as a public resort with an adjoining garden, and it did not take long before

the establishment became justly celebrated for the good order with which it was conducted, and the excellent quality of everything placed before its guests in the way of eatables and refreshments of all kinds. Whatever came from Mrs. Besch's kitchen was of the best and so it is to this day — the place has retained its good name and is still a favorite summer garden, the rendezvous of our best families. Mr. Besch died in 1879, whereupon his widow continued the management with remarkable success. She is now the widow of her second husband, Mr. Christian Morschel, and conducts the affairs with undiminished activity and the greatest attention for her guests; her two sons, Mr. Henry and Mr. Conrad G. Besch, although engaged in other enterprises of their own, assist their mother in a most laudable manner, and the old and well-deserved reputation of the Cherokee Garden is fully upheld as in former years.

V. FRANK.

There is no other public resort south of Lafayette avenue so widely known as that of Mr. V. Frank, on the northeast corner of Victor street and McNair avenue, kept by him ever since 1888 and well patronized by the most respectable elements. The establishment consists of a general bar-room with handsome fixtures, a large adjoining club room and a well appointed bowling alley, built some three years ago. Everything about the place is neatly arranged and has the air of comfort, and the jovial and accommodating proprietor is a great favorite with his many customers. Whatever may be served here is of the best quality and the greatest attention is always paid to the guests' wishes. Mr. Frank, a native of Bavaria, and a miller by trade, came to this country in 1872, first to New Orleans, where he immediately found employment in one of the largest mills; he understood his profession so thoroughly, that he became head miller within six months and kept this position for two years, when his health compelled him to leave New Orleans on account of its climate. Coming to St. Louis, his first engagement here was at the Southern Mills of Engelke & Feiner, with whom he remained as head miller for two years, then as such during eight years in the

Yaeger (Anchor) Mills till their total destruction by fire, whereupon Mr. H. Eggers placed him in charge of a mill in Red Bud, Illinois; later on he ran a mill of his own at Fieldon, Ill., but this burned down with so little insurance upon it, that he looked for another field for his activity, returned to St. Louis and opened the place on Victor street, where he has met with a well-deserved success. The Victor Street Skat Club, the most prominent of its kind in the city, has its headquarters in the above mentioned club-room ever since its organization and could certainly find no better accommodation anywhere else.

CHARLES SCHWEICKARDT—"THE COTTAGE" IN FOREST PARK.

Bell Forest 181.

Most visitors of our city want to see Forest Park, of which they have heard so much, and when out there seldom fail to visit "The Cottage," one of its prominent features, and the favorite place of our own citizens. It was in 1885 when Charles Schweickardt and the late John F. Holle leased the "Forest Park Restaurant," then located on the north side of the park, whose reputation under their predecessor had been all but good, and it required great exertions and financial sacrifices to redeem it in the eyes of the community. The renewal of the lease in 1890 was bitterly opposed by a small clique of prohibitionists, who did not want a public resort, even if it was a first-class one, in the park, but the Supreme Court of the State finally decided that the city had the right to grant such a lease, and it is that very decision which ten years later formed the basis for the lease of a part of Forest Park to the World's Fair Commission. The lease so required by Mr. Schweickardt referred to the present location, but the Cottage built there was, with all its contents, destroyed by fire in May, 1894, causing a loss of 66,000 dollars, of which only one-third was covered by insurance. This would have discouraged many others, but not a man like Chas. Schweickardt, and within sixty days a new building was ready for the reception of guests. "The Cottage" is ever since a center of attraction, managed in a most excellent manner

and patronized during all seasons of the year. Mr. Chas. Schweickardt was born and educated in Frankfort on the Main; he came to the United States in 1864 and in 1875 to St. Louis, where he was first connected with one of our breweries. In partnership with his old friend J. Fritz Holle he owned and conducted from 1880 till 1896 several of the best known public resorts in the business center of the city, for instance on Market street opposite the court house and on the southeast corner of Pine and Seventh streets, in conjunction with his establishment in Forest Park, to which he now gives his whole attention, his partner having died several years ago. Mr. Schweickardt has always been a very active Republican but in his capacity as a State Senator (1896 till 1900) he has faithfully served the entire community with pronounced ability and energy; he prevented, for example, the passage of the so-called Pure Food bill and the application of the State school bill to the public schools of St. Louis, as this would have been very detrimental to the latter and a great hardship to parents; he furthermore prevented the passing of the beer inspection (hold-up) bill, which was finally adopted as a party measure at the conclusion of his Senatorial term. On the other hand he was instrumental in the adoption of the bill, which creates the present modus of our school board elections and prescribes the management of our public schools as it is now in force. He has also been a member of one or the other Congressional Committee ever since 1883; belongs to various social and benevolent organizations and is a public-spirited citizen in the fullest sense of the word.

GEORGE VON DER BURG.

Kinloch D1376.

Public resorts are an important factor in the life of a great city; they are just as much of a necessity as hotels and restaurants and the proprietor of a first-class well-conducted saloon occupies a valuable position in the community. Mr. George Von der Burg can justly claim these qualifications for himself and for his establishment. Located on the southeast corner of Lafayette and Ohio avenues, it has always been patronized by the in-

habitants of Compton Heights and the Lafayette Park district, or in other words by Americans as well as Germans of the best society. Mr. Von der Burg, a native of Munich (Bavaria), came to St. Louis in 1880, and made this city his home ever since; he gained his first experience as a host in the old saloon attached to the Winkelmeyer's Brewery, on Market between 17th and 18th streets, and after opening his present place in 1891 he soon won an enviable reputation not only for the excellent quality of everything served his guests, but especially for his great politeness and untiring attention, which have made him a great favorite. The patronage enjoyed by him has grown from year to year and necessitated two years ago the enlargement of the establishment, which now comprises six or seven apartments including a separate room for ladies and gentlemen. So great an attraction is Von der Burg's place that on Saturday evening and Sunday afternoon every seat is taken and one can always be sure to find congenial company around the tables. His well-deserved success and his popularity are the natural result of his personal exertions and the excellent way in which he manages his business.

FLORISTS.

One of the results of modern civilization is the marvelous progress made in the culture of flowers and their use for decorative purposes. Little did our forefathers suppose what a prominent place the florists' art would occupy in the world of fashion, in the realm of society. It is a fact, that many millions of dollars are spent every year in this country alone for cut flowers, floral designs and decorations and that the demand in this direction becomes more extensive from year to year. A city like St. Louis offers naturally a wide field for florists and their products find a ready sale all the year round.

RIESSEN FLORAL CO.

Bell Main 385a. Kinloch B191.

The Riessen Floral Company is one of the foremost representatives of this branch of business; it was incorporated under the laws of the State of Missouri, October 10, 1893, by B. A. Bue-

chel, E. C. Buechel and M. Riessen and may be considered the successor of the florist, Chas. M. Elleard, whose salesrooms had for quite awhile been in charge of Mrs. Buechel, who takes an active part in the conduct of the business. The firm occupies a spacious store in the Temple Building, Number 21 South Broadway, close to the Southern Hotel and the Olympic Theater and its establishment forms one of the chief attractions in that part of the city. The gardens and hot houses of the East and South contribute permanently to the constantly renewed stock, which embraces the greatest variety of flowers, plants, shrubbery, palms and other ornamental trees. The firm is justly celebrated for the beauty and originality of its floral designs, and the decorating done by it has won the admiration of even the most fastidious. In this connection we could give a long list, but will point only to the Veiled Prophets' balls in the Merchants' Exchange, the Carnival festivities of the Liederkranz, the banquets in the Southern and the Planter's Hotels, aside from the innumerable weddings and other occasions where the Riessen Floral Co. had charge of the decorations in churches and residences. They are executed under the personal directions of Mr. E. C. Buechel, whose excellent taste always succeeds in producing truly wonderful effects. He is a St. Louisan by birth, a connoisseur in art matters, has a host of warm friends, is well liked by everybody, and one of the best known men in the city. The firm has a branch in the Planters Hotel, where a full assortment of flowers is always kept on hand. Orders are filled at the shortest notice, and the greatest attention paid to prompt delivery. The officers of the company are: B. A. Buechel, President; M. Riessen, Vice-President, and E. C. Buechel, Secretary. The latter, though his time is greatly taken up by the affairs of the firm, devotes himself nevertheless to his duties as a member of various organizations in which his active participation is of great value and duly appreciated.

WILLIAM SCHRAY & SONS.

Bell Sidney 433. Kinloch C280.

Fifty years spent in St. Louis make Mr. William Schray one of the pioneers of our city, but one may call him at the same time the pioneer of florists and landscape gardeners in our midst. He

received his early training in his vocation with a celebrated gardener of Stuttgart, the capital of Wurtemburg, so justly famous for its parks and public gardens. Leaving Germany at the age of eighteen, he came to St. Louis in 1852, and became (1855) a landscape gardener and florist for the late Henry Shaw. In 1857 he established himself as a florist and nurseryman at the corner of Pennsylvania and Gasconade avenues, where he has remained ever since. The large tract of land covering several acres, is his own property, and he has expended thousands of dollars in the improvement of the place, which is now and since many years a model establishment. His two sons, Mr. Emil and Mr. Julius F. Schray, are their father's partners, and his able assistants in the conduct of a business which has grown from year to year till it has become one of the largest of its kind in the whole West. Their gardens and hothouses contain the fullest assortment of flowers, plants and ornamental trees, shrubbery, etc. The laying out of grounds, the planting and the stocking of greenhouses is carefully attended to by them, also the decorating for churches, weddings, balls and other festivities. They import rare plants and flowers, as well as seeds, in the various seasons of the year from some of the most noted florists of Europe, and give the greatest attention to all orders entrusted to them. The firm is known for its reliability and fair dealing with all customers. Mr. William Schray was one of the founders of the St. Louis Florists' Association, and had, in former years, charge of the floral department of the St. Louis Fair, and his exhibits there and in Exposition Hall, have always been awarded first prizes, which fact may serve as another evidence of the superiority of the establishment.

DRY GOODS.

The St. Louis wholesale trade in dry goods forms a history of uninterrupted progress from an early period of modest dimension to the present time, in which this branch of business surpasses all others in volume, extent of territory and amount of sales. The geographical situation, the great waterways of the

Mississippi and Missouri, the continuous improvement of railroad connections, made our city in course of time the principal distributing point for dry goods and kindred branches outside of New York. The territory of our dry goods sales reaches now on the west to the Pacific Coast, on the south to the borders of Mexico, east to the State of Ohio, northwest to Oregon, and southeast to Florida, and the only limit to its further extension are freight conditions, over which we have not yet acquired sufficient control. Our wholesale dry goods firms, without exception, buy from the manufacturer direct, at home and abroad, dispensing with the intervention of the jobber, thereby being enabled to give the retailer the benefit so derived. The capital invested by the various firms is larger than that of any other branch, and the annual sales since 1897 amount to between fifty and fifty-five million dollars. Years ago this trade was concentrated on Main street in rather dingy quarters, when compared with the palatial buildings in which it is now housed. Washington avenue, the widest and finest thoroughfare in the city, became the home of the old firms as well as those of more recent date. These magnificent buildings contain all the year round goods worth many millions of dollars, and the most complete assortment of everything included in the dry goods and notion line. Most of the firms have permanent agents in the manufacturing centers of the East, Great Britain, France, Germany, Switzerland and Belgium, aside from sending their buyers at regular intervals to these places.

Our retail dry goods houses can fairly compete with the largest establishments of New York, Boston, Philadelphia, and Chicago, and we take pleasure to speak here of some of the foremost representatives of this branch of business.

WM. BARR DRY GOODS CO.

Bell Park 715. Kinloch B895, 891.

It was in the spring of 1849 when Ubsdell, Pierson & Co., a large New York dry goods firm, opened a retail dry goods store on Third and Market streets in this city, believing St. Louis to be the best place for a Western branch. In this they were not

mistaken ; the small beginning was the nucleus of the greatest retail dry goods house in our midst and one of the largest in the whole country, as the Wm. Barr Dry Goods Company is its offspring. More than half a century has elapsed since that time, the population has grown from 75,000 to 700,000, and the firm has not only kept pace with this development, but has actually superseded it. Its march of progress was clearly signified by the changes of its location : from Third and Market to the corner of Fourth and Olive was a first step on the way to future greatness, then came the movement to the spacious building on Fourth between Vine and St. Charles street, where the firm remained for nearly twenty years up to 1880, in which year it took possession of the magnificent structure bounded by Olive, Sixth and Locust streets, built especially for the use of the firm. This movement inaugurated the westward march of the retail trade, and its exodus from Fourth street changed Olive from a residence to a business street and made Barr's the center of the retail district. The building contains five stories and a basement, its floor space would cover a whole city block and its interior forms a world of its own ; it is filled from cellar to roof with foreign and domestic goods, of an unlimited variety in the different lines of manufacture and industry, offering their patrons an unsurpassed assortment to select from and of prices to suit every taste and pocketbook. The local and neighboring trade is of course predominant but the orders by mail daily received of all parts of the West and Southwest keep the shipping department busy from morning until night. No other house can boast of the permanency of its patronage like that of Barr's and this fact is based upon the great reliability and the unexceptional fair dealing of the firm, whose constant aim it is to give its customers the fullest satisfaction, may the purchase be large or small. Mr. Joseph Franklin, the head of this mammoth establishment, came here in 1853 together with Wm. Barr and James Duncan as the representatives of Ubsdell, Pierson & Co. of New York, from which firm that of Barr, Duncan & Co., emanated, who in turn were succeeded by Wm. Barr & Co., until the present firm became incorporated (1870) with Wm. Barr (who resides in New York) as President ; Jos. Franklin as Vice-President ; Geo. M. Wright as Secretary

and Treasurer; General Superintendent Richard Forrester has been connected with the firm for a full half a century and has sold goods to the grandmothers of some of the young ladies who now constitute a part of the customers of this mammoth business house. Mr. Franklin was only seventeen years of age, when he became connected with the dry goods trade and his thorough knowledge of all its details, his great experience, sagacity and watchfulness make him particularly fit for the general supervision and management of such a gigantic concern; he is at his post from morning till evening, gives the closest attention to business matters and exercises the chief control over an army of seven hundred and fifty employees, some of whom have been with the firm for a lifetime; he is full of activity and energy, liberal minded, very charitable and of an amiable disposition, imbued with progressive ideas and a man of the highest integrity, taking a lively interest in public affairs and participating in every movement for the good of our city and the promotion of commerce, educational and art matters, so that his name and that of the Barr Dry Goods Co. have long ago become household words far beyond the limits of St. Louis.

Just before going to press announcement has been made, that an addition to the building, taking in all the space from its west wall to Seventh street will soon be built, so that the entire block on Olive, between Sixth and Seventh will in future be occupied by the firm, which will give it more floor space than that of any other local retail dry goods house.

THE GRAND LEADER — STIX, BAER & FULLER.

Bell Main 504, 2850. Kinloch B456.

Ten years, a comparatively short period, have been more than sufficient to place the Grand Leader in the front rank of our largest retail dry goods houses — a greater compliment could hardly be made to any firm, when we contemplate that the much older houses in the same line existed twice and three times as long before they reached a similar result. Time and trade conditions were not propitious when Messrs. Stix, Baer & Fuller opened the Grand Leader in 1892, and the financial and business panic of 36K

1893, whose bad effect lasted through the following couple of years, was certainly not very favorable to the young firm, but a high grade of business ability, untiring activity, combined with energy and ample means overcame all obstacles and paved the way for the remarkable success, which signifies the firm's career. They were first located on the west side of Broadway, between Morgan street and Franklin avenue, but the constant growth of their trade required much larger quarters, and such were secured by the lease of the magnificent structure, which covers half the block on the northwest corner of Broadway and Washington avenue, originally erected, and for many years occupied by the wholesale dry goods firm of Samuel C. Davis & Co. This massive building contains in its six stories the various departments which form this great bazar, the Mecca of St. Louis women, the rendezvous place of all classes where the fullest assortment of all articles generally kept in such establishments is at the command of their patrons. An immense stock of goods bought from the manufacturer, or directly imported, enable the firm to compete favorably in regard to prices and quality of goods, and the multitude of customers seen in the Grand Leader from morning till night, speaks better than anything else for its popularity. The proprietors, Messrs. Chas. A. Stix, Sigmund Baer, J. A. Baer and A. Fuller, possess a thorough knowledge of all the details of trade and a long business experience, they are enterprising and liberal-minded, and are well known and esteemed in mercantile and social circles. As a further evidence of the continued extension of the Grand Leader's trade we will conclude with the simple statement, that the number of employees, of which there were two hundred in 1892, is since several years over five hundred, and is still on the increase.

SVOBODA BROTHERS, LADIES' TAILORS.

The last quarter of the nineteenth century has brought an evolution in the world of fashion: the ladies tailor, who has taken the place of the fashionable dressmaker, who until then reigned supreme. Refined society has always demanded perfectness in dress, but at present more so than ever before; the wardrobe

plays nowadays an important and conspicuous part in our fashionable ladies' life. To be not only well but elegantly dressed, has become a necessity for all who move in good society and as the latter is abundantly represented in our city, it is but natural that the ladies' tailor has an extensive field in our midst. Mr. F. F. Svoboda may truly be considered the foremost representative in this branch of business, as he stands without a rival, whoever his competitors may be. Having learned and worked at his trade in Vienna and Paris, the two great centers of fashion, he is thoroughly familiar with all the details of the branch and possesses all the requirements to place him in the front rank of the St. Louis ladies' tailors. Ever since he opened his establishment, his patrons became convinced that everything emanating from it was not only the reproduction of the latest Paris and London fashions, but at the same time unsurpassed in workmanship and finish, in taste and brilliancy of conception; the cutting, fitting and trimming of costumes, robes, riding habits, etc., is done under the personal supervision and control of Mr. Svoboda with careful consideration of the wearer's individuality—a requirement which is only too often lost sight of by dressmakers and ladies' tailors, but which is never overlooked by him. It is therefore no wonder that the number of his customers has grown from year to year and that new ones are constantly added to the list of his clients. It is his permanent aim to give them the greatest satisfaction in every respect and he is known for his reliability, strictness in all his dealings and promptness and accuracy in the execution of all orders. The establishment occupies the entire building number 2620 Olive street and contains the various departments, among them a full assortment of imported and domestic goods of superior quality including the most elegant trimmings. It is a model establishment in the truest sense of the word and Mr. Svoboda may well be proud of his success, which is the deserved result of his own exertions, his ability and the untiring attention which he gives to his business duties.

MURRAY CARLETON, Pres.
H. AUGUSTINE, Vice-Pres.

J. R. CURLEY, Sec.
S. G. WILSON, Treas.

CARLETON DRY GOODS CO.

(Formerly Wear, Boogher & Co.)

WHOLESALE DRY GOODS.

900 to 912 Washington Ave.,

ST. LOUIS.

Bell Main 1104.

Kinloch B261.

D. D. WALKER, Pres.
W. H. WALKER, Vice-Pres.
D. D. WALKER, Jr., Treas.

D. R. CALHOUN, 2d Vice-Pres.
J. S. WALKER, Sec.

ELY & WALKER DRY GOODS CO.

WHOLESALE DRY GOODS.

800 to 818 Washington Ave.

Bell Park 650.

Kinloch B268.

CLOAKS AND SUITS.

N. AND J. FRIEDMAN.

Bell Main 209a. Kinloch A1040.

St. Louis is since many years the center of the cloak trade for the whole West. The distribution of this article was in times gone by confined to the jobbing houses, the Eastern factories furnishing the goods; but this has changed since several cloak factories have been established in our midst. One of them is owned by Messrs. N. and J. Friedman, and was for many years located at 411, 413 and 415 North Eighth street. They are the successors of Max Judd & Co., who began the manufacture of cloaks as early as 1878, and the reputation won by them adheres in the same great measure to the present firm which consists of Messrs. Nathan, Ferdinand and Jacob Friedman, who devote all their time and attention to the supervision of the factory proper and the sales department. The firm makes cloaks, suits, skirts and fur garments, and supplies the trade with these articles in well-assorted qualities, securing to their customers a great variety to select from. It need hardly be said that great care is taken in regard to workmanship and finish, as well as to style. About 500 hands are employed by this firm, and their goods are sold to dealers in Missouri, Illinois, Indiana, Wisconsin, Minnesota, Kansas, Nebraska, Colorado, the Dakotas, Utah, California, Oregon and Arkansas. The building occupied for so many years proved inadequate for the constantly growing trade of the firm, which demanded much larger quarters. The result of this necessity was the purchase of a lot on the northwest corner of Eighth street and Lucas avenue, measuring 66 by 105 feet and the erection of a massive eight-story building. Under the roof of this magnificent structure are the offices, sample and salesrooms, stock department and workshops, the latter being equipped with the most approved implements and facilities for manufacturing purposes. The gentlemen composing the firm are well-known business men, fully deserving the great success won by their energy and enter-

prise, and their coming here in 1894 must be considered as a valuable addition to our mercantile and industrial community.

JOHN HUGHES & CO.

John Hughes and Company, manufacturers of cloaks and ladies' suits, are the successors of Berkson, Hughes & Co., the present owners of the firm being Mr. John Hughes and Mr. Robert Latz, the former for many years Superintendent of Max Judd and Co., the first cloak manufacturers in our city, with which house Mr. Latz had likewise been connected until the formation of the present copartnership. The articles of their manufacture comprise cloaks and suits for ladies and children, made up under their own supervision from the best material, the greatest care being given to workmanship and finish. The quality of their goods, the attention given to the filling of orders, combined with a long acquaintance among the trade, have gained for them an extensive patronage in the Western and Southwestern States and an always fair treatment of their customers has been rewarded by deserved success. The firm was formerly located at 715 Washington avenue, but occupies now the large building from 909 to 915 Lucas avenue, containing office, salesrooms and factory, which latter is thoroughly equipped for the demands of their constantly growing trade. Both partners are old residents of St. Louis and well known in the business community, in and outside of the city.

SINGER BROTHERS.

Bell Main 23.

Mr. Adolph and Mr. James W. Singer formed the copartnership under the above name about six years ago for the manufacture of cloaks, and other ladies' and children's garments, after dissolving their partnership in the firm of Bry and Singer. The Messrs. Singer are the sons of the late Mr. Bernard Singer, who died many years ago, and the integrity and strict business principles for which he was known during his long and useful career in our midst, characterize the sons just as much. They are St. Louisans by birth, received an excellent

education, and possess all the good qualifications of the younger generation, with its progressive ideas, enterprising activity and business tact. The result of such a combination is in most cases the deserved success, and it gives us great pleasure to state that their exertions have met with such success in a remarkable measure. The firm stands in the front rank of its line, and enjoys a well-earned reputation here and everywhere outside of St. Louis where their goods are sold. The articles of manufacture comprise cloaks, jackets, capes, suits, and skirts, and are made exclusively under their own roof. The eight-story building on the northwest corner of Ninth street and Lucas avenue is entirely taken up by the various departments of the firm, standing on a corner, every part of the building is well lighted and ventilated, securing cleanliness and comfort to the more than two hundred hands who are constantly employed in the working-up of garments. The working force consists of experienced designers and cutters, the latter using electric power as a valuable auxiliary, and those running the sewing machines, which are also moved by electricity. A number of traveling men represent the firm in the Western, Southern and Northern States, where the product of the factory finds a ready market, based upon the quality, style and careful make-up of every article emanating from the house. Both brothers are well known in our commercial community, and great favorites in society, where their affable manners make them always welcome.

MORRIS HERZOG, RETAIL CLOAKS AND SUITS.

Bell Main 1582a. Kinloch A422.

The cloak and suit department in the establishment of Strauss & Stumer, northwest corner of Broadway and St. Charles street, is owned and conducted by Mr. Morris Herzog, who has many years experience in this particular branch, in which he has been engaged in our city for more than ten years. He conducted first the cloak and suit department in "Famous," became then the proprietor of the Model Cloak Company and won for himself an extensive patronage and the fullest confidence of his customers, who know that the goods sold by him are what they are repre-

sented to be. The large assortment constantly kept on hand offers an almost unlimited variety of everything included in the branch, of the latest style, unsurpassed in quality of material and workmanship and at prices to suit every taste and every pocketbook. Mr. Herzog is always at his place of business ready to serve his customers, and a corps of polite and experienced salesladies are in attendance. He has met with remarkable success as the well-deserved result of reliable and fair dealing, and this is what the ladies know and appreciate.

NATHAN BRY, Pres.

LOUIS BRY, Vice-Pres. & Treas.

BRY & BRO. CLOAK CO.

MANUFACTURERS OF

CLOAKS, SUITS AND SKIRTS.

1001 to 1005 Lucas Ave.,

ST. LOUIS.

Kinloch D937.

PREMIUM MANUFACTURING COMPANY.

Bell 2097, 2893a, 3097m. Kinloch C669.

The short-sighted policy of the Eastern manufacturers, who labored under the impression that everything they made was good enough for the West and South, brought the Premium Manufacturing Co. of St. Louis into existence. The Western jobbers had for a long time been satisfied with the goods of the Eastern markets, owing to the scarcity, if not the entire lack of skilled labor in the Western States, and for this reason had to rely upon

the factories in the East. It was early in 1887, when Mr. Wm. Stix, who had for years been identified with the manufacture of clothing in Cincinnati, urged upon Mr. E. Michael (one of his partners in the firm of Rice, Stix & Co.) the necessity to make the Western trade in shirts, overalls, etc., independent from the Eastern manufacturers by the establishment of a factory in our midst. He vouched for the success and he was not mistaken, as his prophecy was more than fulfilled. A company was organized and incorporated under the above name in 1887, and the following officers were elected: Elias Michael, President; Wm. Stix, Vice-President and Treasurer; F. D. Rice, Secretary. Operations were at once begun, first at 303 North Fourth street, with forty sewing machines for a start, but they soon became insufficient and the premises inadequate for the constantly growing demand, so that larger quarters were needed and acquired by renting the four-story building, 1008-1010 and 1012 St. Charles street, but the uninterrupted extension of the trade has reached such dimensions, that the factory has to be enlarged without delay and plans for this purpose are already considered. The modest beginning has developed into one of the largest manufacturing establishments of its kind in the West, producing over 60,000 dozen garments per annum, and this immense output is exclusively sold and distributed over the whole West, Southwest and South, through Rice, Stix & Co., of this city. The product of the Premium Manufacturing Co. is justly celebrated for its quality as to material used and make-up, it has become a household word wherever it is known, and sells itself as the retailers say.

S. GRABINSKY & CO.

Kinloch B607.

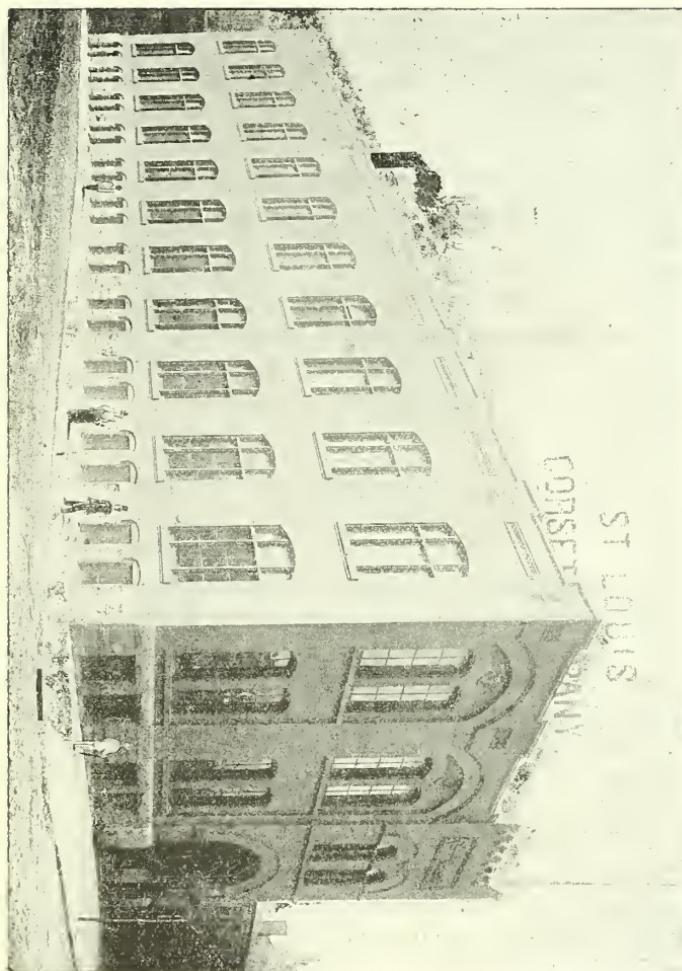
The manufacture of ladies' underwear for the trade is of comparatively recent date; we might say that female apparel of every kind was in former times mostly made by private individuals for their own use or by seamstresses engaged for this purpose by the consumer. This has undergone a great change during the last twenty-five years, since which time ready-made muslin underwear

is almost exclusively worn and its manufacture forms now a very important branch of industry. The good housewife finds it much more economical and time-saving to buy the various articles for herself and family than to make them, and there is hardly a dry goods store even in the smallest country town without such goods. One of the most extensive manufacturing firms in this line is located in St. Louis; it is the well-known house of S. Grabinsky & Co., established by Mr. S. Grabinsky in 1882. Its first place, on Broadway and Franklin avenue, became soon too small for the constantly growing business which developed from year to year into greater dimensions and gives now employment to two hundred and fifty hands. The product of the firm is justly celebrated for its good material and unsurpassed workmanship and is sold to all parts of the United States. Factory and salesroom are since many years located at 717 and 719 and 721 North Seventh street, right in center of the wholesale district and easily accessible from every part of the city. The great success of the owners is due to the quality of their articles, strict business principles and fair dealing with all their customers.

ST. LOUIS CORSET COMPANY.

Kinloch C976.

The St. Louis Corset Company is a Western enterprise throughout, founded by Western men and conducted by them ever since. It was a rather small beginning when Messrs. Alexander Davis, Wm. McCabe and Ernest Edwards established a corset factory at 814 North Twenty-first street some years ago, but it soon developed into greater dimensions, so that more room and better facilities became necessary, and the large building, 1900 and 1902 Morgan street, erected and owned by the company, is the best evidence of the firm's enviable success. Its three stories contain large, airy rooms, well lighted and ventilated, are fully equipped with the most approved machinery and modern appliances for the manufacture of corsets, corset-waists and underskirts, giving constant employment to one hundred and twenty-five hands. The specific merits of these articles consist in their exquisite fit and finish, the carefully-selected material and the price at which they are sold to the trade. The terri-



tory of their sales comprise the whole United States from one end to the other, and the well-known trade-mark has become a household word with dealers and consumers. The S. T. L. is a symbol of fair, honest treatment for all patrons of the firm, may their orders be large or small, and it is their particular aim to give the fullest satisfaction to all their customers. The incorporation



of the company took place in 1887 by the before-mentioned gentlemen. The Board of Directors consists of Wm. McCabe, E. Edwards and A. E. Davis. Mr. McCabe is President, Mr. Edwards, Secretary and Treasurer. The former, a native of Ireland, has an extensive experience in the art of corset making, having been Superintendent of a factory in Connecticut, at that time the largest in the country, but outlived long by the St. Louis establishment. Mr. Ernest Edwards was born, raised and educated in Missouri and has been identified with corset manufacture for more than eighteen years. In conclusion we will add that the workshops of the St. Louis Corset Co. have never been closed except on Sundays and holidays—a feat which speaks volumes for the firm's solidity and standing in the industrial and commercial world.

A. FUEGER.

Bell Main 1101m.

St. Louis can boast of having the largest wig maker's and costumer's establishment in this part of the United States. By saying so we refer to Mr. A. Fueger, whose name is, more than any other one, familiar to the theatrical people of the country, they being supplied by him year after year in the most satisfactory way. He is a native of Germany, but learned his trade in Paris, from where he came directly to this city in 1879, where he opened hairdresser's and wig-maker's rooms at 207 South Fourth street. This was in 1880, and five years later the costumer's branch was added. Up to that time this field was more or less in its infancy, and Mr. Fueger was the first in developing it. His energy brought soon the desired results, his trade became more extensive from year to year, and his establishment occupies now the entire building, number 521 Walnut street, one block from the Southern Hotel and the Olympic Theater. In course of time the following costumers were bought out by him: Mrs. G. Buff, G. Spilling, Miss M. Buergler, Hugo Sarner and Miss L. Zepp. His assortment of costumes is so complete and of such a variety, that a whole theatrical company can be fitted out by him for any kind of performance within a couple of hours; likewise is his

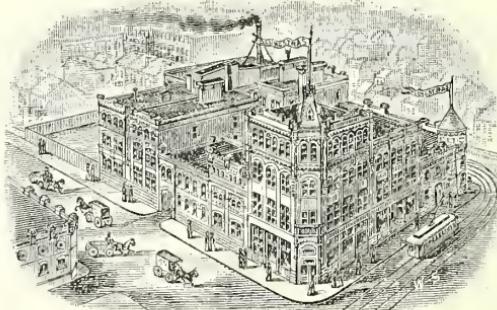
stock for masquerades unsurpassed in quantity and quality, so that many clubs and societies here and elsewhere, are regularly furnished by him. The wigs made by him and his able assistants are of the finest workmanship, and were awarded the first premium at numerous fairs and expositions. Mr. Fueger gives his personal supervision to all the details of his business, is very attentive to the wishes of his patrons, has a host of warm friends, and is always welcome at social gatherings.

ERICH WELLMANN.

Mr. Erich Wellmann came to St. Louis as a professional actor and singer in 1866, since which year he has made this city his permanent home. He was for a long time a prominent member of the Apollo Theater Stock Company and proved an actor of considerable merit and the same can be said of him in his capacity as an opera singer in Theodore Habelmann's celebrated opera company. Mr. Wellmann retired from the stage some twenty-five years ago, to become a costumer. It was a modest beginning, but he soon gained a large patronage and his business became more extensive and increased constantly not only in our own city and vicinity but in many of the Western States. He devotes all his time to the preparing of masquerades and stage costumes and makes the furnishing of societies, large or small, a specialty, keeps a very complete assortment of the most beautiful fancy dresses for ladies and gentlemen, and is untiring in his efforts to give his patrons the fullest satisfaction by close attention to his profession and the careful manner in which he serves his customers. His extensive stock of goods enables him to fill the largest orders within a very short time and he has often shipped a complete outfit for a theatrical company or a social organization a couple of hours after receiving the order. Mr. Wellmann is known for his reliability and promptness in all his transactions and he can point with justified pride to his well-deserved success. His place of business and his workrooms occupy the entire building No. 1628 South Broadway, where he can be found at his post from morning till night.

LUNGSTRAS DYEING & CLEANING COMPANY.

Bell Main 66. Kinloch B761.



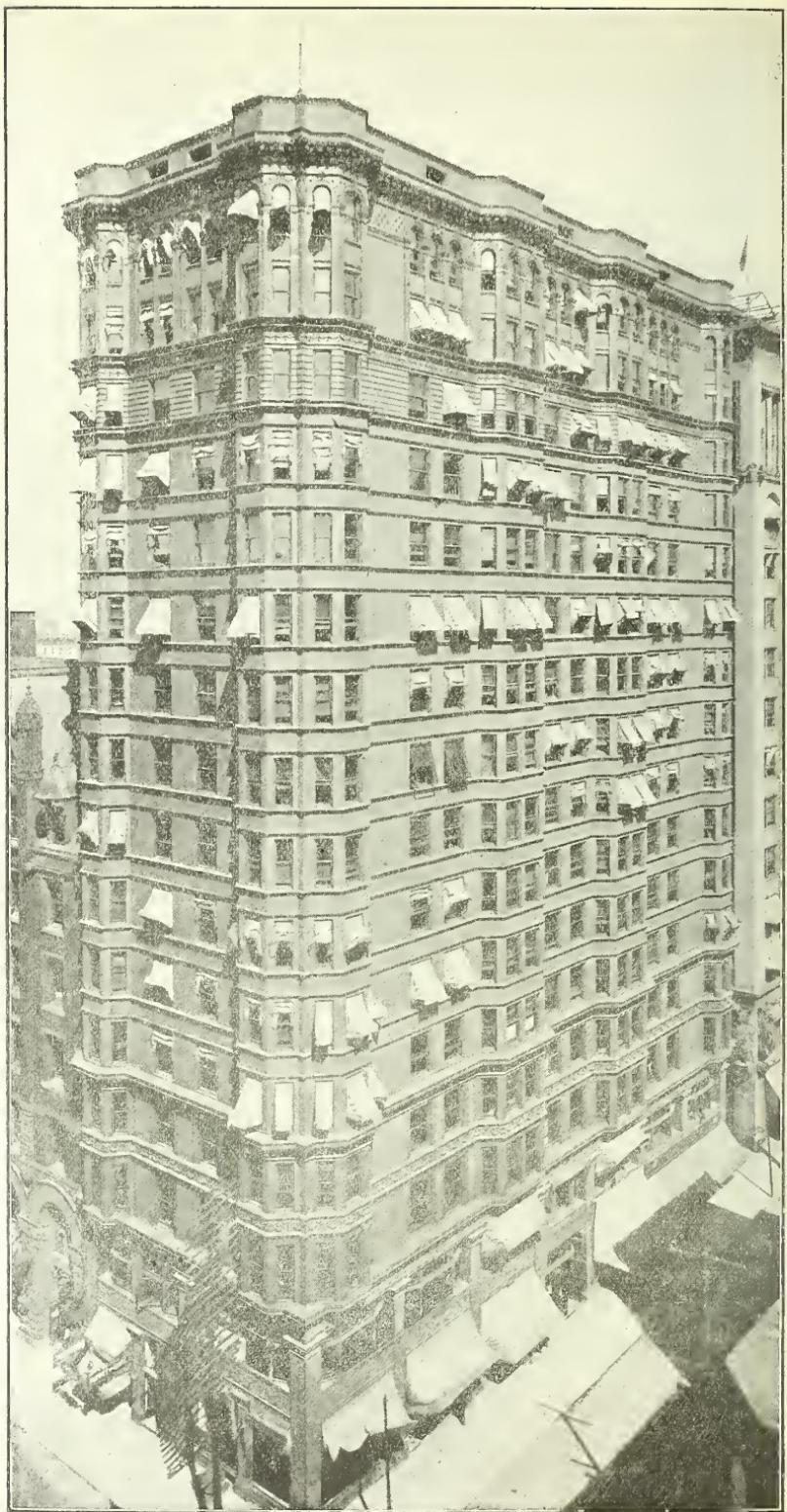
The Lungstras Dyeing & Cleaning Company has the largest and most complete works of its kind in this country. They were established in 1872, by Mr. Eugene Lungstras, who by theoretical and practical knowledge has succeeded to improve the extensive plant and its operations in all its details in such a measure that the firm has since many years become truly famous and well known far and wide. Science and technical discoveries cause frequent changes in the process of cleaning and dyeing, and it can be said, that they are always tried in this establishment and introduced if meritorious. The machinery used in the different branches of the Lungstras works are of the newest construction, the working force consists of over a hundred skilled hands superintended by a number of experts in every department. It is the constant aim of the firm to give its patrons the fullest satisfaction; even the smallest article receives all the required care and attention, and this is one of the reasons that the number of customers grows uninterruptedly in the city as well as outside of it. All kinds of garments, for men and women, are cleaned and dyed without taking them apart and they appear as good as new. Working for the trade (renovating shop-worn goods) forms a specialty, that is highly appreciated by business houses here and elsewhere. The renovating of carpets is another specialty, for which the firm enjoys a well-earned repu-

tation. The new process by which compressed air is forced through the texture of the carpet drives every particle of dust and germs of any kind out and secures an unsurpassed result. The French method of dry-cleaning used for dresses, laces and lace-curtains, and all delicate fabrics, is also a specialty. Four branches serve for the accommodation of patrons in the city; they are located at 619 Locust, 2326 Franklin avenue, 1044 North Vandeventer and corner of Morgan street and Taylor avenue. Eleven wagons attend to the calling for and delivering of goods in all parts of the city. The factory buildings, substantial and well adapted to their purposes, erected from time to time by the proprietors, cover an entire block on Park avenue between Thirteenth and Fourteenth streets. The technical part of the establishment stands under the supervision of Mr. Robert Lungstras, son of the President of the company, who prepared himself for his duties during a several years stay in England, France and Germany. The business management lies in the hands of Mr. Eugene Lungstras, the President, and Mr. J. F. Springe, the Secretary of the company, which was incorporated in 1882. These three gentlemen devote their time and energy exclusively to this great establishment and their constant care and labor has been justly rewarded by an unrivaled success, the result of faithful and always satisfactory service to their patrons. Mr. Eugene Lungstras is a member of the Merchants Exchange and of different organizations and he as well as his son and Mr. Springe are well known and highly esteemed in commercial and social circles.

THE CHEMICAL BUILDING.

Bell Main 2998. Kinloch A465.

The Chemical Building was erected in 1895 on the northeast corner of Olive and Eighth streets, the site of the old Erskine Building, by a number of capitalists of our city, who organized and incorporated a company for that purpose. Being directly opposite the Post Office, Custom House and United States Court, the locality is of course much sought for offices and it is therefore but natural, that the Chemical Building has very seldom vacant



rooms in spite of the fact that it contains two hundred and eighty of them. The structure is sixteen stories high aside from a well finished and handsomely decorated basement. The first floor is divided into stores and a large entrance hall, from which four elevators extend to the roof. Southern exposure, modern equipment and a careful management make it most desirable for tenants and this is proven by the fact that changes are of rare occurrence. The Turner Building, which adjoins it on the north, has recently been purchased by the company and will be rebuilt so as to form a part of the Chemical, giving it one hundred and twenty to one hundred and fifty additional rooms. The following gentlemen are the officers of the corporation: N. C. Chapman, President; Claude Kilpatrick, Vice-President; Francis Kuhn, Treasurer; E. A. Faulhaber, Secretary, and Isaac T. Cook, Superintendent; who, with Estill McHenry and Wm. L. Wright, constitute the Board of Directors.

WATCHES AND JEWELRY.

The trade in watches, jewelry and silverware may be considered a criterion of the wealth of a community. Watches are a necessity, jewelry and silverware are not, but history tells us that the most ancient nations of the world were not without them and the gold and silversmith's art dates back to the old Egyptians, Romans and Greeks. Modern times brought great improvements in the branch; the watches of to-day are wonders of mechanical skill. The silverware of the present is both useful and ornamental in the highest degree and the most refined taste is shown in the manufacture of jewelry. Our city has some representative firms in this branch of trade, wholesale as well as retail, and the number of retail jewelry stores found almost in every part of town is surprisingly large.

L. BAUMAN JEWELRY CO.

Kinloch B466.

Many of the greatest business houses of this country had a very small beginning and the above firm is one of them. Its founder, Mr. Louis Bauman, a watchmaker by trade, was a native
37K

of Bavaria, and came to the United States as early as 1836. After keeping a watch and jewelry store in New York he removed in 1840 to Mobile, Alabama. Here he continued the same business branch until 1843, when the yellow fever epidemic made him leave the place and come to St. Louis. Here he was first located in a one-story frame house on the northeast corner of Fourth and Pine streets and afterwards on Market between Main and Second streets. The great fire of 1849 swept his store away, and when the large iron safe was dug out from the smoldering debris, its contents were almost a total loss, but he had not lost his courage and energy, and opened without delay a new store on Market a few doors west of Third street. A narrow door and a small window constituted the front of this place and it can be said that from this modest retail business emanated the largest wholesale and jobbing house in the watch and jewelry line ever established in this city. The next removal and the inauguration of the wholesale trade took place in 1863, when the old firm of L. Bauman was changed into that of L. Bauman & Sons. They occupied during several years a large store on the west side of Fifth, between Market and Walnut streets, then an entire three-story building on the opposite side of the block; still larger quarters becoming necessary, they removed to North Broadway near Locust, and the present firm, incorporated in 1882 (Bauman, Sr., having died a year previous), was until 1902 located at No. 607 Washington avenue, in the Lindell Hotel block. During the lifetime of Mr. Louis Bauman, his three sons, Solomon, Meyer and Samuel C. Bauman, his son-in-law, M. A. Rosenblatt, and August Kurtzeborn, were admitted into partnership, the latter a watchmaker by profession, having joined the elder Bauman when a young man of eighteen years. Two of the brothers, Solomon and Samuel C., also M. A. Rosenblatt, have died, and Mr. Kurtzeborn withdrew a few years ago. Mr. Meyer Bauman, who stood at the head of the firm during a long period, retired quite recently from active management, and the officers of the company are now as follows: Alvin L. Bauman, President; Louis Bauman, Vice-President, and A. L. Lehman, Secretary and Treasurer. The firm is justly known for its fair dealing, and the superior quality of the arti-

cles either manufactured by them or sold by their jobbing department. Their assortment in diamonds, watches, jewelry, gold and silverware is the largest and most complete in this part of the country. Office and warerooms are now on the main floor of the Equitable Building, northwest corner Sixth and Locust streets.

SOL. LOEWENSTEIN JEWELRY CO.,

ESTABLISHED 1870.

Wholesale Dealers in

WATCHES AND JEWELRY,

COLUMBIA THEATER BUILDING,

S. W. Corner Sixth and St. Charles Sts.,

ST. LOUIS.

FRED. W. DROSTEN.

Kinloch A1740.

One of the handsomest and largest jewelry and watchmaker's establishments in St. Louis is that of F. W. Drostén, occupying the whole Pine street front of the Fullerton Building, southeast corner of Seventh street, where street railroad lines pass in almost every direction. The proprietor of this elegant store, Mr. Fredrick William Drostén, is a native of this city, was born on the 19th of January, 1858, and received an excellent education, first in the German Institute under the tutorship of John Eyser,

a well-known pedagogue, and afterwards as a student of Washington University, whereupon he served an apprenticeship of two years in a jeweler's shop and of three more years with one of the best watchmakers of the city; he then acquired further experience during the following three years as salesman and watchmaker in the employ of Wm. Loeffel, a prominent jeweler on South Broadway. It was in 1880 when Mr. Drosten established his own business at 619 Olive street, at which time this great thoroughfare began to develop as one of the principal retail streets, and it was not long before his store became one of the attractions of the retail district. A thorough knowledge of all the details of his branch, ample means, strict business principles and close attention to duty formed the basis of his success; his trade became more extensive from year to year, so much so, that the store on Olive street proved inadequate for the constantly growing business, and larger quarters were demanded. The Fullerton Building was not half finished when Mr. Drosten secured a lease for his present premises, of which he took possession in the spring of 1898. Here the most complete assortment of gold and silver ware, watches and jewelry, offers at all times the fullest opportunity to the purchaser of selecting the desired article and the great variety always kept on hand affords customers unsurpassed facilities. Mr. Drosten is a man of fine attainments and tastes, an art connoisseur, very affable in his ways and manners and a great favorite in social circles. He is one of the founders of the Union Club, a member of the Mercantile Club and the Liederkranz, belongs to the Masonic Fraternity and takes an active interest in everything pertaining to the good and welfare of the community. He is a true representative of the German-American business man, combining German diligence and perseverance with American energy and enterprise, enjoys an enviable reputation in the commercial world, the fullest confidence of his customers and his personal magnetism has won for him a host of warm friends. His father, Mr. William Drosten, hailed from Bonn on the Rhine, came to St. Louis in 1849, after participating in the revolutionary movement of that period; he was a confectioner by trade and kept for many years a confectionery and coffee house on Third street, where now the Mer-

chants Exchange stands. He retired from business with a handsome competency and died in 1885, highly esteemed as an upright, honorable and well-meaning man and patriotic citizen of his adopted country.

MERMOD & JACCARD JEWELRY COMPANY.

Bell Main 949. Kinloch B870.

This is the oldest house of its branch in this city, its origin dating back to the year 1845. The senior member of the firm, Mr. A. S. Mermod, celebrated in 1895 the fiftieth anniversary of his arrival in St. Louis and his connection with the Jaccards. It was in 1864 when Messrs. A. S. Mermod, D. C. Jaccard, C. F. Mathey and Goodman King formed the copartnership, which in course of time developed into the grandest establishment of its kind in the world. The incorporation under the above name took place in 1883, Mr. Mathey, Sr., died in 1895, Mr. Jaccard, in 1899, sincerely deplored by all who knew them. The officers of the company are: A. S. Mermod, President; Goodman King, Vice-President and Secretary; C. F. Mathey (who succeeded his father), Treasurer. The Board of Directors consists of A. S. Mermod, E. A. Jaccard, Goodman King and C. F. Mathey. The business of the firm comprises the manufacture, importation and sale, wholesale and retail, of diamonds, watches, jewelry, silverware, clocks, bronzes, music-boxes, works of art and society stationery, and their extensive stock constitutes an assortment unsurpassed in completeness, value and beauty in this, or any other country. The establishment occupies several stories in the magnificent Mermod-Jaccard Building on the northwest corner of Broadway and Locust street, and forms one of the greatest attractions to the visitors of our city. The gentlemen composing the firm devote all their time and energy to the management and supervision of the various departments, and a corps of polite and experienced employees gives their fullest attention to all callers.

CHINA, GLASS AND QUEENSWARE.

The local consumption in these articles is naturally very large, but still larger is the outside demand supplied from here. The Mississippi Valley and the territory west of St. Louis formed at an early date an extensive market for these goods, and the river trade, so prominent in former years, assisted materially in making this city the center of this branch of trade west of the Mississippi. Multiplied railroad facilities afterwards did their share for keeping this trade in our midst, and it formed since many years an important part of our commerce.

MEIER CHINA & GLASS CO.

Bell Main 750m. Kinloch A346.

This young firm is the offspring and direct successor of the oldest St. Louis firm in this branch. It was as early as 1857 when Mr. E. F. W. Meier, in partnership with Mr. Henry Westermann, established the firm of Westermann and Meier on Main between Morgan street and Lucas avenue. This partnership was dissolved later on whereupon Mr. Meier founded the firm of E. F. W. Meier & Sons which was first located on Washington avenue between Broadway and Sixth street, but larger quarters became necessary and such were acquired in the double building No. 511 and 513 North Main street, which afforded all the facilities for the transaction of their constantly growing business. Direct importation from England, France, Germany and Austria, among them the celebrated china of Haviland (Limoges), Sevres, Dresden, Berlin and other noted factories; glassware from Bohemia, the center of the cut glass industry, enabled the firm to compete in all these articles with the largest importers of New York. The same was the case in regard to domestic glass and queensware, so that customers could make their selections from the greatest variety as to quality, style and price. Mr. E. F. W. Meier resolved to withdraw from active business life in the spring of 1902, whereupon his two sons and partners, Messrs. Fred and Alex. Meier, established the Meier China

and Glass Company, incorporated under the laws of the State of Missouri and located at 312 and 314 North Eighth street, opposite the Post Office, where a full assortment of all articles in their line will always be found. The house makes the outfitting of clubs, hotels, restaurants and bars a specialty and can provide them at the shortest notice. Ample means and long experience in the branch enables the new firm to serve their patrons in the same way and manner, which formed the basis of success in the past. The strict business principles with which the old firm was conducted are followed by the owners of the new, who still have the advice and good counsel of the founder of the firm, who can be found in the office of the company every day. Mr. E. F. W. Meier, a native of Westphalia (Germany), made St. Louis his home more than half a century ago; he soon won the esteem and respect of our mercantile circles and the community at large. His fellow-citizens have repeatedly honored him in various ways, electing him in course of time to both branches of municipal legislature, to the presidency of the city council and other places of public trust. He is since more than twenty-five years the Treasurer of the German Evangelical Lutheran Synod of Missouri, Ohio, etc., in which capacity millions of dollars have passed through his hands, for which only his name and his integrity formed the bond, a fact of such rare occurrence that it deserves special mention. He is a member of the Merchants Exchange and of several commercial, educational and benevolent organizations and enjoys the friendship and esteem of many of our best citizens.

TOYS, NOTIONS AND FIREWORKS.

The manufacture of toys on this side of the ocean is of comparatively recent date and is still rather limited, only certain kinds being made in this country, especially those made of tin and similar metals, the bulk of toys sold in America hails from Germany and France and the importation is more formidable than the general public may imagine. The toy trade is usually combined with the trade in notions of various descriptions, domestic

and foreign, and with the sale of fireworks—the great and indispensable auxiliary in the celebration of the glorious Fourth and the entry of a new year.

H. P. FABRICIUS TOY AND NOTION CO.

Bell Main 2341. Kinloch B650.

This is the oldest wholesale and retail toy and notion firm in the city, having been established as early as 1862 by Mr. H. P. Fabricius and conducted by him till death ended his useful active life in 1885. The incorporation under the name of The H. P. Fabricius Toy and Notion Company took place in 1887 with Mrs. Agathe Fabricius, the widow of the founder, as President, and his son, Mr. H. H. Fabricius, as Secretary and Treasurer. The business was located during a long period on Fourth between Morgan street and Franklin avenue, but occupies since many years a double building on Fourth (Nos. 703 and 705) between Lucas avenue and Morgan streets. These two buildings contain the sample rooms, warehouses and office of the firm which carries an immense stock of the various articles comprised in the toy and notion branches of domestic and foreign manufacture. The house has permanently its buyers in the East and in Europe, who supply it constantly with the newest products of the factories, especially from the toy manufacturing districts of Germany and all sorts of notions from the European continent and the Eastern States. The firm makes the sale of fireworks a specialty of which it keeps a larger assortment than any other house in the city. Ample means and direct purchases and importations from first hands enable the firm to give its customers the fullest satisfaction as to prices and quality of goods. Mr. H. H. Fabricius, who directs the affairs of the company, is a native of this city and became identified with his father's business when quite young, thereby acquiring a thorough knowledge and experience of all the details of the branch; he devotes all his time and attention to the management of this extensive establishment and is known as a business man of the strictest integrity and promptness in all his transactions.

DAY RUBBER COMPANY.

Bell Main 2368. Kinloch A403.

This firm was established in 1882 by S. J. and A. W. Day and incorporated in 1884 by A. W. Day, who is the President and Treasurer; Robt. C. Day, Vice-President; and E. B. Wilder, Secretary; the three gentlemen forming the Board of Directors. They are wholesale and retail dealers in rubber goods, leather belting and supplies, as jobbers and manufacturers agents, keep constantly a complete assortment of all articles pertaining to these branches on hand and carry the largest and broadest line of rubber goods, leather belting, and fancy rubber hose in the United States. The company occupies the entire building, No. 415 North Fourth street, the lower floor contains the retail department, the upper stories serve for wholesale, wareroom, packing, and shipping purposes. The territory of sales comprises the South and Southwest in general, but certain articles are sold to all parts of the country and Mexico. Great care and attention is given to the filling of all orders from the largest to the smallest and all goods are thoroughly examined before shipped. Thirty employees constitute the working force in the city and thirteen traveling salesmen represent the firm in the various States. The Day Rubber Co. enjoys a well deserved reputation for fair and upright dealing with all its customers and the quality of the goods which they place on the market. The three gentlemen named above number among the best known business men in our city and are much respected in our mercantile circles.

MILLINERY.

The wholesale millinery trade of St. Louis stands side by side with its wholesale dry goods trade and supplies the same large territory. Until a few years ago the sales in the various States were mostly made through the traveling representatives of the respective firms, but this has undergone a change, since many dealers and milliners prefer to come here at regular inter-

vals, to make their purchases from the stock and not by sample. This innovation has proved very satisfactory to all concerned, but this does by no means dispense with the valuable services of the affable drummer, who is especially welcome when he represents the following well-known firms.

GAIER & STROH MILLINERY CO.

Bell Main 2229m.

The wholesale millinery firm of Gaier & Stroh, from which the above company originates, was established in 1871 by Ernst Gaier and William Stroh; they were first located on Fourth, near Olive street, where they remained for eight years, after which they removed to 619 N. Broadway, five years later to No. 519 Locust, from where they went to the southwest corner Fourth and Washington avenue, the Veranda or Armory Hall Building, in which they occupied the two upper floors. After the death of Mr. William Stroh (1894) the Gaier & Stroh Millinery Company was organized and incorporated by Messrs. Ernst Gaier, Eugene R. Stroh, Louis Blase, J. B. Donnewald and Max Wachtel, who constitute the Board of Directors with Ernst Gaier as President and Treasurer; Louis Blase, Vice-President, and Eugene R. Stroh, Secretary. The continued extension of their trade made in course of time larger quarters necessary, and such were secured by the removal to the northwest corner of Broadway and St. Charles street, where the offices, workshops, show and salesrooms, packing and shipping departments are distributed over three large floors. The firm does a jobbing trade in all articles pertaining to the millinery branch of home and foreign manufacture with direct importations from Europe. There is nothing in the millinery line that could not be found in the complete assortment of their extensive stock, comprising a full variety of the most modern goods in accordance with prevailing fashions. Over fifty hands are usually employed the whole year around and during the spring and fall seasons an additional number is required in the trimming department. Twelve traveling men visit the customers in regular intervals and the city trade is taken care of by an appropriate number of salesmen. The gentlemen com-

posing the firm possess a large experience and ample means, give their constant attention to their business duties and make it their particular aim to give their patrons full satisfaction in regard to prices and qualities of goods, which the firm distributes in Missouri, Illinois, Kansas, Arkansas, Texas, Mississippi, Wyoming, Utah and the Indian Territory. The house is known for its upright dealing and fairness and the partners of the firm, active and enterprising as they are, have an enviable standing in our business community as well as in society, fully deserving the success with which their industry and perseverance have been rewarded.

LEVIS-ZUKOSKI MERCANTILE CO.

Bell Main 286. Kinloch D940.

This is the oldest wholesale millinery house in the city, as it emanates from the firm of Rosenheim & Cook, established in 1854, nearly half a century ago. Rosenheim & Cook were succeeded by Rosenheim, Levis & Co., Mr. W. A. Zukoski being the third partner; the firm name was changed to the Rosenheim, Levis-Zukoski Mercantile Company, incorporated in 1893, and the present style of the firm adopted a couple of years later after the withdrawal of the senior partner. The business was first located on Main street, afterwards on Fourth between Locust and St. Charles, later on during a number of years at the northeast corner of Washington avenue and Ninth, but even this large building became inadequate as still more room was needed by the constant growth and extension of the firm's trade. The four adjoining seven-story buildings 1113-15-17 and 1119 Washington avenue answer these requirements and are now the home of the largest establishment of its kind in the United States. The firm devotes itself to the importing of millinery goods, the manufacture of trimmed hats and jobbing trade in ladies' furnishing articles and takes the lead as to the variety and completeness of stock extensiveness of its plant and actual sales in the whole country. It is a little world of its own, this bee-hive of activity, divided into the various departments in which several hundred employees are busy from morning till evening and during the principal seasons late into the night hours; each department has its own Superintendent and all

stand under the general supervision of Messrs. Leo Levis and W. A. Zukoski, both of whom have been connected with the house from its inception and will therefore in a few years celebrate their fiftieth anniversary. The territory of sales extends from California to the Gulf of Mexico, from Indiana to Central America and North to the Dakotas. Twenty-five commercial travelers represent the firm in twenty-six States and Territories aside from sample rooms in San Francisco, California, Salt Lake City, Utah, and Denver, Colorado. The purchasing department has offices in Paris (160 Rue Montmartre) and New York (room 728 Cable Building). Very ample means, a thorough knowledge and long experience in everything pertaining to the branch, enables the firm to supply the trade at all times with the most modern styles and goods of the best quality on the most favorable terms, and the strictest reliability in all its transactions has won for it the unlimited confidence of innumerable customers, many of whom have been dealing with the house for a period of over forty years. Mr. L. Levis is the President, Mr. W. A. Zukoski, the Vice-President and Secretary; Mr. S. Levis the Assistant Secretary of the Company, they constitute the board of Directors and number among the most prominent representatives of our mercantile and social circles.

THE ROSENTHAL-SLOAN MILLINERY CO.

Bell Main 2648. Kinloch B469.

The original firm of I. B. Rosenthal & Co. was established in 1874 and continued under that name until 1888, when it was changed to I. B. Rosenthal Millinery Co., incorporated by I. B. Rosenthal, Seymore Lipsis, and J. C. Morall. The first place of business, at 211 North Fourth street, soon proved too small for their growing trade and this caused a removal to the northeast corner of Broadway and Washington avenue, where they remained for many years till still larger quarters became indispensable; they were secured at the northeast corner of Washington avenue and Seventh street in January, 1898, but even this large building became inadequate and this led to another removal (in 1901) to 1017 Washington avenue. The Rosenthal-Sloan Millinery

Company is the successor of the former firm and has the following officers: I. B. Rosenthal, President; Wm. G. Sloan, First; Herman Emanuel, Second Vice-President; Solomon Block, Secretary; Jacob C. Morall, Assistant Secretary; and Smith W. Sommers, Treasurer. The firm devotes itself exclusively to the millinery line as importers and jobbers of velvets, ribbons, laces, veiling, flowers, feathers, hats, and millinery novelties, and its large stock in these various articles, always kept on hand, affords its customers an almost unlimited assortment to select from. The territory of sales is bounded east by Ohio, north by the lakes, west by the Pacific coast, and south by the Gulf of Mexico. The number of employees never falls below 150, but during the two principal seasons of the year at least 100 more hands are needed in the trimming department. It is their constant aim to give their customers the fullest satisfaction in regard to quality and price of goods and to serve them in the most reliable and prompt manner, filling all orders with the greatest care and attention.

HATS AND CAPS — WHOLESALE.

ROTHSCHILD BROTHERS.

Bell Main 2614. Kinloch D996.

To speak of a firm as the largest in its line in the world is saying a great deal, but it is only stating a fact, which cannot be contradicted, when we refer to Rothschild Brothers, manufacturers and jobbers of hats, caps and gloves, a St. Louis house, of which the business community of the whole United States may well be proud. The origin of the firm dates back to 1872, in which year Jonas Meyberg and Albert and Julius Rothschild formed a copartnership under the name of J. Meyberg & Company. They were first located at North Ninth street, then at 209 North Main street, afterwards (1882) on Broadway and Locust street, where now the Mermod-Jaccard building stands. In the year just named the style of the firm was changed to Meyberg and Rothschild Brothers. Rothschild Brothers became

the successors of this firm in 1887, shortly before their removal to 817 Washington avenue. This building, large as it was, soon proved inadequate for the constantly growing trade, which made more extensive quarters necessary and they were acquired on the southwest corner of Eleventh street and Washington avenue, 1100, 1102 and 1104 on the latter thoroughfare, extending south to St. Charles street. The five stories with a floor space of 52,000 square feet contain the offices, sample and warerooms of the firm, the largest stock and greatest assortment in the hat and cap branch kept by any house in this and any other country. Of the well-known brands for which Rothschild Brothers are famous, we will mention the World Wide, Metropolitan, Giant, St. Louis and Star brand, which latter is the particular specialty of the house. They are unsurpassed in material, workmanship, style and durability, they are worn from Indiana to the Pacific Coast, from Oregon and Washington to the Gulf of Mexico, in preference to all others, and the forty traveling representatives of the firm are welcome, wherever they make their appearance. As an evidence of the great resources and unlimited facilities which the firm commands, the simple fact will be sufficient, that the United States Government awarded to them three times within three years the contracts for (over 50,000 hats) for the army in Cuba and the Philippines in spite of a very lively competition by some of the oldest and largest hat factories in the country. The illustrated catalogues of Rothschild Brothers comprise an immense variety of hats for men, boys and ladies, of caps, gloves, also of specialties and novelties for the retail hat trade, they being the only house west of New York, which carries a full assortment of these supplies. The celebrated R. & T. hats of the Raymond & Torwegge Hat Manufacturing Co. at St. Louis are exclusively placed on the market by Rothschild Bros., who are the principal owners of the factory and distribute its entire output. It is hardly necessary to say that Rothschild Bros. are the actual leaders in their line, having outrivaled all their competitors, and that their trade is continually increasing, adding from year to year new customers to the innumerable old ones, whose confidence and good will the firm has won by its reliable and liberal dealing, the result of the very ample means, strict

business principles and the care given to the filling of all orders large or small. The death of Mr. Julius Rothschild in January, 1901, has caused no change whatsoever in the conduct and scope of the business, which is conducted on the same well-approved basis as before. Mr. Albert Rothschild, the head of the establishment, devotes all his time and energy to its management, being ably assisted by a large corps of experienced coworkers, one of whom, the office manager, Mr. Adolph Bernd, has been connected with the house for more than twenty years.

HATS AND CAPS—RETAIL.

THE GUERDAN HAT COMPANY.

Kinloch A876.

Nearly half a century has elapsed since Mr. Nicholas Guerdan became an apprentice with Baldwin & Randall, the proprietors of a retail hat and cap store on the southeast corner of Second and Market streets; it was in 1852 when he entered the business as a boy of only thirteen years of age, and he adapted himself so quickly to his duties, and showed such marked ability, that he soon rose to the position of a salesman, which led within a comparatively very short time to a partnership with Mr. Joseph Gray, who had become the successor of the first-named firm. The firm of Gray and Guerdan became a household word with St. Louisans through the exertions and the personal magnetism of the junior partner, who after the death of Mr. Gray, in 1870, became the sole owner. The Guerdan Hat Company was incorporated in 1880, and eight years later the removal to Broadway and Walnut streets, on the ground floor of the Southern Hotel, resolved upon. This proved an excellent move, the location being a most desirable one, and it has been followed by the retention of the old and a constant addition of new customers. The firm keeps at all times a complete assortment of the best hats which are in the market, and makes a specialty of the celebrated Stetson hats, and whatever may be bought from "Nick," as he is familiarly called by his innumerable friends, is in quality and value always

what it is represented to be. Mr. Nic. Guerdan is one of the best known men in the branch to the manufacturers not less than to the customers, and his standing in the business community is best signified by the fact that the firm has never asked for an extension or a compromise, that bills are never presented twice to the house if correct, and every account is settled when due. The owners and officers are: Francis Guerdan, President; Albert J. Guerdan, Vice-President, and Nic. Guerdan, Secretary and Business Manager. These three gentlemen, with Mr. John B. Stetson, the celebrated hat manufacturer of Philadelphia, constitute the Board of Directors of this, the oldest hat firm in the city.

ADOLPH GLASER & BROTHER.

Kinloch B478.

This firm was established in 1898 by Mr. Adolph Glaser, who associated with himself his youngest brother, Sigmund Glaser, after the old firm of Glaser Brothers, consisting of Messrs. Louis, Joseph and Adolph Glaser, had ceased operations. The copartnership of the three brothers had been dissolved after an honorable business career of nearly twenty years, the principal cause for the winding up the affairs of the firm being the destruction and total loss of their immense stock of goods by fire, whereupon Mr. Louis Glaser retired altogether from active business. His brother Joseph sought a new field for his activity by becoming a financial broker, and Mr. Adolph Glaser went without delay into the embroidery, lace and curtain branch, in which he possessed an experience of many years. The firm buys domestic and foreign goods invariably direct from the factories and sells exclusively to the trade, thereby saving its customers the profit otherwise taken by the jobber. The purchases in Europe are made through its own offices in Nottingham (England), Belfast (Ireland), Calais (France), Brussels (Belgium), St. Gall (Switzerland) and Plauen (Voigtländ, Saxony). These importations comprise principally all kinds of embroidery, laces, curtains and handkerchiefs, and coming from first hands, without any middleman, enable the house to give its patrons the best of

terms. The premises occupied by them at 819 Washington avenue, right in the center of the wholesale district, contain at all times the fullest assortment of the various articles, offering to the customers an almost unlimited stock to select from. Orders received by mail and through their traveling representatives are carefully and promptly executed, and the territory of sales extends over Missouri, Illinois, Kansas, Indiana, Tennessee, Kentucky, Texas and Arkansas. The fair dealing and strict business methods, for which the old firm was known, are strenuously adhered to by the new one, whose trade is constantly growing and whose reputation is fully deserved. The two brothers are highly esteemed in our commercial as well as social circles, are active and energetic business men and always ready to assist in matters of public interest.

MORISSE AND MAURER.

St. Louis, Hohenems and St. Gall.

The demand for fine embroidery and real laces is of comparatively recent date as far as this country is concerned; only the last twenty or twenty-five years have made the trade in these articles more and more important, but it forms now a conspicuous commercial branch. There are only a few firms in the United States devoted to the importing and jobbing of embroideries, laces, lace curtains, veilings, etc., and Morisse and Maurer, of this city, number among the foremost representatives of this particular line of industry. The St. Louis house was established in 1886, by Mr. Ernst Morisse of this city and Jahreis and Maurer of St. Gall (Switzerland). The factories are located at St. Gall and Hohenems, the center of the embroidery industry, for which the Swiss nation is so justly celebrated all over the world. The close affiliation of the St. Louis firm with the two factories in Europe is of unequaled advantage to the former, enabling it to offer its patrons the latest styles, the fullest assortment and the lowest prices consistent with quality. The principal articles imported and sold are, aside from embroideries in general, laces and lace curtains, lace bed-sets and pillow shams, of which an unlimited variety is always kept on hand,

affording their customers an unsurpassed selection and enabling them to purchase match sets as no other house in America can furnish. They are the originators of putting embroidery in eighteen and nineteen yard pieces, so that dealers can buy a large assortment at a small outlay. The firm handles immense quantities of the aforesaid goods and distributes them through the agency of eight traveling salesmen in Missouri, Illinois, Iowa, Indiana, Tennessee, Kentucky, Louisiana, Kansas, Nebraska, Mississippi, Arkansas and Texas. The warerooms and offices at 704, 706 and 708 Washington avenue are centrally located in the wholesale district and Mr. Ernst Morisse, since several years the sole proprietor of the local firm, is always ready to welcome his customers and to show them the newest and choicest designs.

CORTICELLI SILK COMPANY.

Bell Main 2437a. Kinloch C673.

Corticelli Spool Silk has long been a household word in every part of this country, being justly celebrated for its qualities and its results in the innumerable uses to which it is applied. It is acknowledged to be without a rival as to material, finish, durability and appearance and stands unsurpassed as a producer of the finest needlework. No other spool silk has won such general favor as the Corticelli among all those who use spool silk in the various industrial branches, especially tailoring, dressmaking and embroidering. The company which produces the Corticelli Silk is one of the oldest manufacturing concerns in the United States, having been established as early as 1838 at Florence, Mass. The phenomenal development of its business is best shown by the fact that the company owns and conducts since many years large factories in Florence, Leeds and Haydenville, Mass., Hartford, Conn., and St. Johns, P. Q., whose immense output is distributed through agencies located in New York, Boston, Philadelphia, Cincinnati, Chicago, St. Paul, San Francisco, Montreal, Toronto, Winnipeg and Gloversville. St. Louis is the chief distributing point for the West and South, and the Corticelli Silk Company has in Mr. Clark H. Sampson, who established the agency in 1879, a most efficient representative, to

whose untiring activity and energy, administrative talent and circumspection the constant growth of its sales must be ascribed. It would require many pages of this volume to enumerate the manifold articles manufactured and sold by the company and to name the numerous purposes for which they serve, but we will at least point to some particular specialties, as for instance various kinds of embroidery, crochet and knitting silk in all colors, silk and velvet ribbons, trimmings, braids of all kinds, silk underwear and mittens, stamped linens for embroidery, etc. Descriptive and illustrated catalogues are freely distributed by the firm, and aside from them two valuable publications issued: the *Corticelli Home Needle Work* and the *Home Needle Work Quarterly Magazine*, containing the most modern designs for all sorts of fancy needle work and all desirable instruction for making them. Mr. Clark H. Sampson is a native of Massachusetts and possesses the proverbial business ability and tenacity, for which the sons of New England are known; he is a man of the broadest and most liberal views; well-meaning and generous, taking an active part in everything tending to the prosperity and welfare of the community and promoting all public interests in every possible way. He has frequently been elected to positions of honor and trust, especially as chairman or treasurer of committees, for the raising of funds in the interest of the city, which he has made his home and where he enjoys the well deserved respect and esteem in mercantile and social circles; he is the President of the Colonial Trust Company, one of the most prosperous financial institutions of our city. The office and salesrooms of the Corticelli Silk Company occupy the entire building southwest corner Tenth and St. Charles streets.

THE CLOTHING TRADE.

What we have said about the dry goods trade of St. Louis is also applicable to the clothing branch, but there lies a noteworthy distinction in the fact that the firms of which we speak on the following pages, place only goods of their own

manufacture on the market. They have succeeded, at least in a very large measure, to overcome Eastern competition and to make the city the principal distributing point in their branch over a vast territory, thereby securing a large revenue to our commerce and steady employment to thousands of men and women. Side by side with this branch goes the manufacture of children's garments. It is obvious, that large capital is invested in these branches, which constitutes such an important factor in our home industry and the parties engaged therein deserve the thanks of the community for their enterprise and energy.

BAER, OLIVER & SINGER CLOTHING CO.

Bell Main 2258. Kinloch B458.

Mr. Adolph Baer, the senior member of the above firm, began his business career in this city as early as 1867, in which year the wholesale clothing house of Kaufman & Baer was established at number 404 North Main street. This firm was succeeded in 1878 by Singer, Baer & Co. under which name it remained until the death of Mr. Bernard Singer, which occurred in 1882, whereupon the style of the firm changed to Baer, Seasongood & Co. The demise of Mr. Seasongood caused another change in the firm's name to Baer, Singer & Co., which in turn was altered to the present name, the Baer-Oliver-Singer Clothing Company, whose officers are as follows: Adolph Baer, President; John Oliver, Vice-President; Louis B. Singer, Second Vice-President; L. B. Cunningham, Secretary; and Alfred Baer, Treasurer. These gentlemen are now conducting the affairs of the firm with the same success with which Mr. Adolph Baer has met during the many previous years. When the exodus of the wholesale houses from Main street set in, the firm was one of the first to move further west; it located in the Lindell Hotel block, number 617 Washington avenue, but larger quarters became necessary in course of time and they removed to Washington avenue, northeast corner of Eighth street, where they occupied a very large double building, but even this proved insufficient and they are now installed in the recently erected eight story building, 1108 Washington avenue. They devote themselves to the manufac-

ture and sale of men's and boys' clothing of various grades and supply the trade with goods, which can favorably compete with any other house in regard to material, style and finish. Their trade has extended from year to year and embraces Missouri, Illinois, Arkansas, Kansas, Iowa, Indian Territory, Oklahoma, Louisiana, Kentucky, Tennessee, and Mississippi. It has always been the constant aim of the firm to give its customers the fullest satisfaction as to quality, prices and the prompt filling of all orders, and it has gained a well-founded reputation for fair dealing with all. The members of the firm enjoy the esteem of the mercantile world here and elsewhere, have a host of warm friends and number among the most welcome in our social circles.

A. HAAS & SON.

Kinloch D999.

This is a comparatively young firm with an old experienced business man at its head, Mr. A. Haas being in the clothing manufacturing branch ever since 1865, in which year he settled in St. Louis. He belongs therefore to the older generation of our commercial community, is one of our best known merchants and honorable citizens, enjoying a well-merited reputation for uprightness and fair dealing and always willing to further the public welfare. His connection with the firm of Marx and Haas terminated in 1893 and after taking a much needed rest from many years of uninterrupted activity he again entered the field by establishing the above firm in partnership with his oldest son, Mr. Max Haas, who has grown up in this particular branch of business after graduating from the St. Louis High School. A. Haas and Son devote themselves to the manufacture and sale of men's and boys' trousers and knee pants of the best material, worsted goods and casimirs being principally used in their make-up ; the greatest attention is given to style, workmanship and finish and the output of their factory finds a ready sale in the Western and Southwestern States, where the house is represented by a commensurate number of commercial travelers. The firm employs over 100 hands in the manufacturing department, which occu-

pies the upper stories of number 1106 Washington avenue, the lower floors serving for salesrooms and offices.

LOTH JEANS CLOTHING COMPANY.

Kinloch B1447.

Mr. Adolph Loth, the founder of the above firm, is an old St. Louis merchant, he came here more than forty years ago and soon after embarked in business of his own by forming a copartnership with Mr. A. Kramer in the wholesale hosiery and notion branch. After the latter's withdrawal Mr. Loth continued this business for a number of years, but changed his field of activity in 1890, in which year he commenced the manufacture of jeans clothing. The organization of the Loth Jeans Clothing Company was effected in the same year with Ad. Loth as President, J. Goldsmith as Vice-President and Albert Loth as Secretary and Treasurer. The quality and careful workmanship of their goods gained for them immediately a ready market and the constantly growing demand made larger quarters necessary and their present location in the spacious building, 914 Pine street, affords them all the required and desirable accommodations and facilities for factory purposes, salesrooms and offices. Three hundred hands are constantly employed by the firm and the territory of sales extends to Buffalo in the East, the Pacific coast in the West and the Gulf States in the South. Modern make-up, price-worthy material and durability are the special qualification of their output and the firm is favorably known for its fair dealing. Mr. Ad. Loth has at all times taken an active interest in public affairs, especially in charitable matters, and has a host of warm friends in this city and elsewhere, and his sons follow in their father's footsteps.

MARX & HAAS JEANS CLOTHING COMPANY.

Bell Main 2872. Kinloch D980.

St. Louis is since many years the acknowledged center of the Jeans trade for the West, Southwest and South, and the Marx & Haas Jeans Clothing Co. may with all justification be called the

leading house in this branch of business. The firm had, like many others, a small beginning, but developed in course of time to its present standing and without any rival of equal prominence. The business was established in 1855 by Mr. Sol. Marx, the father of the present owners. It was first located on North Third street, at that time called Broadway, from there it was removed to Main street, afterwards to Fifth near Washington avenue. The commodious quarters at 616 and 618 Seventh street (Lindell Hotel block) were then occupied for a long time, till more room became necessary, for which reason the large building on the southeast corner of Tenth and Lucas avenue was taken, but even this was no longer adequate to the constant growth of the establishment and therefore a new building was erected on the southwest corner of Thirteenth street and Washington avenue, one of the most desirable localities on this principal business thoroughfare of the city. This building covers 100,000 feet square and enables the company to double its capacity. At present more than 2,000 hands are employed in producing the garments, whose superior quality gives the Rabbit Brand of Jeans Clothing — a rabbit head being the registered trademark — an enviable reputation among dealers as well as consumers. Trousers are a specialty of the firm, but their dust coats and corduroys are just as much celebrated for their cut, make-up and fit and every garment is warranted to give perfect satisfaction. They are made up under the supervision of experienced tailors and every piece is closely examined before it leaves the shops. Twenty-two traveling men attend to the sale of the immense output, the average of which may be imagined from the fact, that much more than a million garments were sold in 1901. The territory of sales embraces almost every part of the Union with the exception of the extreme Northeast and the Southeastern States; outside of the United States their goods are sold in Mexico and Hawaii. The company was reorganized and incorporated under the present firm name in 1893 by its owners and officers, viz.: Harry N. Marx, President; Edmund J. Marx, First, Benj. F. Marx, Second Vice-President; Berman Haas, Secretary and Treasurer. Industry, energy, fair dealing and close attention to business results in the continued success of the company.

whose members are not less prominent in commercial than in social circles. The two oldest brothers were born in Richmond, Mo., Harry N. Marx in 1853, Benj. F. in 1855; Edmund J. is a St. Louisan by birth (born 1861) the family having come here in 1853. They are proud of their native State and the city, which they have made their home and also of their achievements as business men. Two younger brothers, Walter and Joseph Marx, are now also actively identified with the firm, likewise their brother-in-law, Alex. Loeb.

ROSENTHAL & DESBERGER.

The factory, salesroom and office of Rosenthal and Desberger, manufacturers of and dealers in a general line of medium and low-priced clothing for men, youths and children, are right in the center of the wholesale trade, namely, on Lucas avenue, in the Mary Building (Nos. 810 and 812), where one hundred and fifty hands are constantly employed in the different manufacturing departments of the firm. Their sales comprise the following States: Missouri, Illinois, Texas, Kansas, Arkansas, Louisiana, Mississippi and Tennessee, and their goods are much appreciated for style, workmanship and durability. Mr. Aron Rosenthal came to this city in 1866 and was for eight years identified with the great clothing house of R. and W. Goldstein, which gave him an opportunity to make himself thoroughly acquainted with all the details of the branch. After severing his connection with this firm he started a business of his own in the same line, associating for this purpose with Mr. Geo. White under the firm name of White and Rosenthal, located at No. 418 Washington avenue. This partnership was dissolved a few years later and a new one formed by A. Rosenthal and S. Desberger, the latter gentleman adding his long business experience to that of his partner. The firm's trade has grown from year to year and in a very successful way. Mr. Rosenthal and Mr. Desberger, both active and energetic business men, are ably assisted by Mr. Abe Rosenthal, the oldest son of the senior partner, and all three are well known in our commercial and social circles.

SCHWAB CLOTHING COMPANY.

Bell Main 1845. Kinloch D995.

The manufacture of clothing forms one of the most important industrial branches centering in this city and the Schwab Clothing Company may justly be called the foremost representative of the branch. The house selected St. Louis as its field of action in 1879 after a successful career of nearly twenty years in Memphis, Tenn. The firm manufactures a complete line of clothing for men, youths and boys, in various qualities and prices, the newest styles, and with due care for a good fit, made up by more than 500 hands employed in its workshops. The latter together with the salesrooms and offices occupy nine stories of a recently erected building at the southeast corner of Washington avenue and Twelfth street, on the principal thoroughfare of our wholesale district. The quality of the goods as to material and workmanship has gained for them a market comprising all the territory between the Alleghanies and the Pacific coast, the Southern and Southwestern States, where the traveling representatives of the firm are always welcome to their innumerable customers. The company was incorporated under the laws of the State of Missouri with a paid-up capital of three hundred thousand dollars, which is now increased to one million, by Isaac, Max and Jacob Schwab; after the death of the latter, which occurred in 1895, his son, Mr. Leon J. Schwab, became his successor in the firm, whose officers then were: Isaac Schwab, President; Leon J. Schwab, Vice-President; and Max Schwab, Secretary and Treasurer. Mr. Isaac Schwab followed his brother into eternity in May, 1902, leaving the management of the firm in the hands of his competent partners. He was a man of sterling qualities, the personification of integrity and strictness and the affairs of the company will always be conducted in accordance with the principles laid down by its founder. The firm enjoys a well earned reputation for its reliable dealing, the care and attention given to the filling of all orders and stands in the front rank of our business community.

F. B. HAUCK CLOTH CO.

Kinloch B1056.

This firm is the oldest of its branch in our city, having been established as early as 1863 and it will therefore soon look back over an existence of forty years. This fact alone speaks for its stability, but it can also point to another significant feature in its history. It has remained at the same place during all these many years, 113 North Broadway, the only change consists in the fact, that the old house was taken down and a new substantial building, the property of the firm, was erected in 1884. Mr. F. B. Hauck, who had come to St. Louis in 1853, established a business in 1863 at which time the number of merchant tailors was comparatively small, but it soon grew larger and with the growing consumption of cloth and woolens came the expansion of Mr. Hauck's business. It became more and more extensive and this led to the incorporation of the F. B. Hauck Cloth Company in 1885, with F. B. Hauck, Chas. Hauck, and Chas. J. Mack, as incorporators and owners. Mr. Chas. Hauck died in 1900, since which time Mr. F. M. Hauck became a member of the firm. The officers are as follows: Mr. F. B. Hauck, President; Mr. Chas. G. Mack, Vice-President and Treasurer; and Mr. F. M. Hauck, Secretary. The house keeps constantly a very large stock of imported and domestic woolens and a full assortment of tailor's trimmings; the imported goods come from England, France, the Netherlands, Germany and Austria, the domestic from the best Eastern manufacturers. Aside from an extensive city trade the sales of the firm are distributed over Ohio, Indiana, Illinois, Wisconsin, Minnesota, Kentucky, the South and all States and territories west of the Mississippi, where the representatives of the house make their regular rounds. The strict reliable and fair dealing with all its customers has won an enviable reputation for the company and has placed it in the front rank of its competitors. Mr. Chas. J. Mack conducts the affairs of the firm since many years and gives all his time and personal attention to its management; he has made this city his home ever since 1855 and is well known in commercial as well as social circles. The firm uses

four spacious floors for its salesrooms and an adequate number of experienced and polite salesmen are always ready to show goods and serve customers. Particular care is given to the filling of orders and the prompt shipment of goods.

SCHMITZ AND SCHRODER.

Kinloch A424.

What enterprise and perseverance, ability and industry can accomplish even in a comparatively short period, is clearly shown by the success of the above firm. It was in 1890 when Mr. Rudolph Schmitz and Mr. Sam W. Schroder formed a copartnership for the manufacture of and wholesale trade in men's and boys' clothing. They were first located on Eighth street opposite the post office, afterwards on Washington avenue near Eighth street and occupy since several years the large five-story building on the northwest corner of Sixth and St. Charles. This removal became necessary when the former place proved inadequate for their constantly increasing business. Up to 1896 they confined themselves exclusively to the manufacturing and wholesale trade but added in that year a retail department, since then so well known as the Good Luck Clothing Company, whose trade-mark has become justly celebrated. All the garments sold by the firm, wholesale as well as retail, are without exception made on their own premises and under the personal supervision of the proprietors, whose aim it is to give their customers the fullest satisfaction. The upper stories of the building serve for factory purposes, are well ventilated and scrupulously clean; over two hundred hands are permanently employed in the workshops in making up garments of foreign and domestic goods; they are sold all over the West and Northwest, the firm adhering from the start to the principle of popular prices. The sales-rooms contain at all times a complete assortment of clothing of the latest style, affording customers all facilities for purchasing just what they want. Mr. Schmitz is since more than thirty years a resident of this city; Mr. Schroder had formerly lived in Cincinnati and came here in 1890; both gentlemen give their fullest attention to their business, their success is well-deserved and they are most favorably known here and elsewhere.

HUMPHREY'S

BROADWAY & PINE ESTABLISHED 1873.

F.W. Humphrey Clothing Co.

Bell Main 1791m. Kinloch B530.

We are direct makers of the clothing we sell. Every suit and garment for man and boy being the product of our own factory, made up from the best woolens the world's mills produce, enabling us to supply the public with the highest class suits and garments at the lowest price consistent with Quality and Style.

HUMPHREY'S

Is a household word through St. Louis and the West. For 26 years we have supplied old and young at St. Louis with **Good Clothing, Hats and Furnishings** from the commodious building on Broadway and Pine we have occupied since 1873. There are few citizens during that stretch of time, who have not given an evidence of their appreciation by becoming patrons of

HUMPHREY'S.

L. BERTRAM CADY COMPANY, MERCHANT TAILORS.

Bell 2672a. Kinloch B839.

The L. Bertram Cady Company, merchant tailors, occupies a suit of elegant rooms on the second floor of the Third National Bank Building (entrance, 421 Olive street) and it may truly be said that they are the headquarters of the most fastidious gentlemen of our city, with whom a fashionable, perfect attire is a standing rule and whose taste serves as an example for others. The firm was incorporated in 1886 in New York by Mr. Cady and a partner, who is still in charge of their establishment on Fifth avenue; the St. Louis house is conducted by Mr. Cady, who came here with the intention to give this city a merchant tailoring establishment second to none in the Eastern metropolis. To this end he brought with him a corps of scientific cutters and skilled tailors and he continues to get his workmen from New York, a noteworthy fact, as this is not done by any other St. Louis firm. A large stock of imported and domestic goods of the best quality enables his patrons to make their selection from a complete assortment modern in every season. Coats, vests and pants made in this establishment are unsurpassed in material, style and finish. It is true that the prices are high, even higher than elsewhere, but the customers know that they receive full value for what they pay, and that it is Mr. Cady's constant aim to give his patrons satisfaction in the fullest sense of the word. Mr. L. Bertram Cady is the President of the company, and exercises a personal supervision over the whole establishment; Mr. R. J. Allen is the Secretary, and both gentlemen devote all their time and ability to the fulfillment of their duties.

THE FAMOUS.

Bell Main 115. Kinloch 665.

"The Famous" was and is the well-selected name for the great business concern established twenty-nine years ago on Franklin avenue, between Seventh and Eighth streets, but since 1880 on the northwest corner of Broadway and Morgan street. We say

that the name was well chosen from the fact that the establishment has become famous, not only in St. Louis and its vicinity, but throughout Missouri, Southern Illinois and in many other parts of the West. It is actually one of the places which visitors from elsewhere seldom neglect to include in their wanderings through our city and upon which St. Louisans look with justified pride. The five stories of the "Famous" building contain the various departments, which constitute this grand bazar, comprising a complete assortment of all articles worn and used by men, women and children, besides the many other goods found under the same roof. The basement contains household wares; on the ground floor are boots and shoes, notions, hats and caps, gents' furnishing goods, etc.; the second story serves exclusively for the sale of gentlemen's, boys and children's clothing, the twenty-one thousand square feet of floor space being hardly sufficient for the immense stock constantly kept on hand. The millinery department, ladies' and children's cloaks, etc., are quartered in the third story, and the remaining floors are used for office and storage purposes. The multitude of customers, which may be seen here from morning till night, is served by a large corps of polite salesmen and salesladies under the superintendence of attentive floor managers, and the goods form an almost unlimited assortment in quality and price. The firm of D. May & Co. acquired the proprietorship of "Famous" in March, 1892, and comprises the following owners: D. May, M. Shoenberg, J. E. Shoenberg and L. D. Shoenberg. Mr. M. Shoenberg is the only partner residing in this city; Mr. D. May lives in Denver, Colorado, conducting the May Shoe and Clothing Company; Mr. L. D. Shoenberg is the head of the May Company in Cleveland, Ohio, and Mr. J. E. Shoenberg is the resident buyer in New York City for the different houses, enabling them to purchase at great advantage from the Eastern manufacturers and importers direct. The three establishments, in St. Louis, Denver and Cleveland, sell more clothing in retail than any other firm in the United States, and their ample means afford them unequaled facilities which in turn benefit their customers.

BOOTS AND SHOES.

St. Louis is since many years the center of the boot and shoe manufacture, and of the largest jobbing trade in these articles. The number of hands employed in the various boot and shoe factories in this city has grown from year to year, and is now estimated between six and seven thousand. The output of 1901 is at least one-third larger than that of 1900, and the amount of sales have increased from thirty-seven and a half million in 1900 to forty-three and a half million dollars in 1901. Figures in detail would show that the manufacturers in this line had a golden harvest since many years, and all indications lead to the belief that the expansion of trade in this branch is still on the increase.

J. G. BRANDT SHOE COMPANY.

Bell Main 572. Kinloch B460.

It was a very modest beginning when Mr. J. G. Brandt opened a retail shoe store on the south side of Franklin avenue between Fifth and Sixth street. This was in 1867, and the thirty-five years which have since elapsed, has seen the continued development of the once small establishment to the now largest of its branch in the country. Mr. Brandt's trade became larger from year to year, making additional room necessary and he rented the adjoining store, but the place so gained proved inadequate for the constantly growing business, and still larger accommodations were indispensable. The removal to the southwest corner of Broadway and Lucas avenue was the consequence. This most eligible locality is since 1885 the home of the Brandt Shoe Company and the very Mecca to which thousands of men, women and children, from the octogenarian to the smallest boy and girl, wend their way day after day, in search of good footwear. Brandt's boots and shoes have long ago become a household word not only with the inhabitants of this city, but also in neighboring towns and with visitors of even more distant places. This enviable reputation was and is still secured by the reliable dealing, the strictness and integrity of the firm— every article sold by the house is in quality

and value what it is represented to be and there is never a deviation from this rule. Mr. Brandt retired from active business in 1892 on account of ill-health, but the principles laid down by him are strictly adhered to as before. The company was incorporated in the year just named and the present officers are as follows: H. A. Harrington, President; Geo. Barnard, Secretary; and Frank Ames, Treasurer. The latter gentleman is since several years also the manager of the entire business, his promotion to this important position being based upon the fact that he is since more than twenty years connected with the firm, and that he possesses all the necessary qualifications for the supervision and conduct of so vast an establishment. It speaks volumes for the firm, that many of its seventy-five employees have been identified with it for a great number of years, thereby acquiring a thorough knowledge of all the details of the firm's trade, the demands and wishes of the customers. In conclusion, it may be mentioned that the firm carries permanently a stock of two hundred thousand dollars worth of goods, and that even this amount will not be sufficient in the near future; it may, therefore, truthfully be said that the Brandt Shoe Company has no rival in its line in the whole United States.

A WORD TO THE READER.

In closing this extensive review of our financial institutions, our exchanges and various corporations, mercantile and industrial firms, etc., we may be justified in saying that they represent the bone and sinew of our city and its prosperity, and that the names found in the preceding pages number among the best of our community.

The following pages constitute an appendix containing information which could not be properly classified in the foregoing chapters, useful and interesting information, to which we call the reader's kind attention.

APPENDIX.

OUR CONGRESSMEN.

THE TENTH DISTRICT.

The representative of the Tenth Congressional District of Missouri, Hon. *Richard Bartholdt*, has served in this capacity since the fourth of March, 1892, having been elected for five consecutive terms, and there is not the least doubt of his re-election for a sixth term. This fact alone is a sufficient evidence of the high esteem in which he is held not only by his constituents, but by the whole community. He began his Congressional career in the Fifty-third Congress (1892) and devoted himself at once with so much ability and energy to all matters pertaining to immigration, that Speaker Reed selected him for the chairmanship of the Committee on Immigration in the next Congress. He went twice to Europe, visiting the principal ports, to gain the fullest information on the question by personal observation. So well did he fulfill the important duties of this position, that he remained its incumbent during the Fifty-fifth Congress. A perhaps still more important chairmanship, as far as our own State and the Mississippi Valley are concerned, was given him in the Fifty-sixth and Fifty-seventh, namely, that of the Committee on the Mississippi River and Levees Improvements. He has always been one of the most active members of the House, has given close attention to the interest of our State and city, and has never failed to comply with the wishes of his constituents to the best of his ability. As a warm defender of personal liberty he strenuously opposed all encroachments upon them. Mr. Bartholdt developed particular energy and circumspection in some of the most important matters, for instance the revoking of the Sherman Bill for the purchase of silver, the appropriations for the improvement of the Mississippi and Missouri, the reduction of the internal revenue tax on beer, the emission of more gold

bonds; the advancement of Jefferson Barracks from a recruiting station to a full military post was one of his achievements, for which St. Louis is much indebted to him, but especial mention must be made of his successful labors in connection with the World's Fair, and the recent large appropriation for a new Post Office Building in this city is due to his exertions. Mr. Bartholdt is a native of Germany and came to this country in 1871 when a youth of eighteen years, equipped with good schooling and the arduous desire to make his mark in the world; an uncle of his published at that time a daily paper in Brooklyn and young Bartholdt learned in his composing room the art of typesetting, advanced after two years to a reporter's position and soon developed into a good journalist as correspondent of the New York *Staatszeitung* in Albany during the sessions of the legislature. Later on he was entrusted with the foreign department of that paper. This position he resigned on account of his wife's, the daughter of a St. Louis family, desire to live here, which brought him to this city in 1884; he became editor of the *Tribune*, but relinquished journalism some eight years later and entered the political arena. As a member of the Board of Public Schools and its President (1890 to 1892) he was foremost instrumental in the introduction of many important reforms in the administration as well as in the conduct of our schools. In conclusion we will add, that the Republican Congressional Convention of the district, held in May, 1902, nominated him again for the place he has so ably filled during the past ten years and that this nomination is synonymous with his re-election.

THE ELEVENTH DISTRICT.

No better proof of the valuable services rendered by Congressman Hon. Chas. F. Joy, could be given than by the simple fact, that he has been elected five times in succession to represent the Eleventh District of Missouri in the halls of our national legislative body. He was first elected in 1892 for the Fifty-third Congress, but his election was contested by his Democratic opponent, Hon. John J. O'Neil, to whom the seat was awarded, whereupon his constituents nominated and elected him again in 1894 by

an overwhelming majority and they continued to do so on the following three elections, viz., in 1896, 1898 and 1900, and there is no doubt that he will be re-elected for the next term in recognition of his past efforts and achievements. Mr. Joy has, during all this time, proved a most faithful representative, guarding the interests of St. Louis and the whole State with never-ceasing watchfulness. It is but natural that he devoted his attention especially to his own district, and the direct interest of his constituents, the inhabitants of the northern part of the city, which has in course of time become the center of various industrial branches with numerous manufacturing establishments. Among the important measures secured by his work and personal influence are two of specific value: the passage of a bill for the erection of a third bridge across the Mississippi, between this city and the eastern shore, and the appropriation of five million dollars for the Louisiana Purchase Centennial Exposition, aside from his activity as a member of the Committee on Mississippi River and Levee Improvements. He has always possessed, and is still enjoying the confidence of his fellow-citizens, a confidence of which he may well be proud. A short biographical sketch will no doubt interest our readers and we give it here in a concise form. Charles Frederick Joy was born in 1849 in Morgan County, Illinois, to which State his parents had come from New Hampshire, where his ancestors had lived for two centuries. His father owned a farm, and the son grew up as a plain farmer boy until he reached his fifteenth year, when he resolved to leave the farm and prepare himself for the ministry. A neighboring clergyman gave him the necessary lessons to enable him to enter a university, whereupon he went to Yale College in 1870. His theological studies were finished in 1874, and he was ready for the pulpit, but concluded to choose the legal profession as his future vocation. Another year at Yale, followed by diligent private study, during a similar period as tutor in the family of a wealthy Pennsylvanian, prepared him sufficiently for a course in the St. Louis Law School, which he entered immediately after his arrival in this city in the fall of 1876; after his admission to the bar he formed a partnership with Joseph R. Harris, which was dissolved on account of the latter becoming the prosecuting

attorney of the St. Louis Criminal Court. He was then associated with Wm. H. Sampson for one year, since which time he has attended to his law practice without a partner, gaining an enviable reputation as a trial lawyer. He has won for himself a host of warm friends among business and professional men, and is well-liked by all who know him for his truly affable manners and his social qualities, belongs to several clubs and has always been a very active member of the order of Elks.

THE TWELFTH DISTRICT.

The Twelfth Congressional District has de facto been without a representative during the Fifty-seventh Congress, the contest between the two opposing candidates, Butler and Horton, still pending before the House. The district was during the two preceding terms so ably represented by the late Hon. *Chas. E. Pearce*, that we deem it but proper to refer to him in this volume as a justly deserved tribute to his efficient services.

The Republican Convention of the Twelfth Congressional District, held in May, 1896, nominated Major *Chas. E. Pearce* unanimously for the House of Representatives and he was elected in the following November by the largest marjority ever received by a Congressional candidate in that district. He declined a re-election, but at the urgent request of his constituents he consented to accept the nomination for a second term and was re-elected in 1898, and would undoubtedly have been elected again in 1900, had he not refused the candidacy. He had come to St. Louis in 1866 and made our city his permanent home, following the practice of law with marked success. He was born near Utica, N. Y., and received his early education in the Fairfield Seminary ; after graduating at Union College he, with many of his classmates, entered the Union army in 1862, and was soon made captain of his company, and later on promoted to the rank of major for meritorious conduct in the field ; he participated in a great number of the severest battles fought during the war. As provost-marshall of the Eastern District of North Carolina he devoted much time and labor to the organization of the Freedmen's Bureau, for which he was publicly thanked by the citizens of

Wilmington. His military career closed in the fall of 1865, by which time nearly the entire army had been mustered out. Declining an offered commission in the regular army, he returned home and came to St. Louis, as stated before. It did not take him long to familiarize himself with the political conditions, the agricultural and other resources of Missouri, as well as with the commercial and industrial interests of St. Louis, and this enabled him soon to take an active part in public affairs. An ardent Republican, he was always one of the strongest defenders of the party's principles, and an energetic campaigner in all its contests. Major Pearce was elected in 1872 Commander of the old St. Louis National Guards, and after the riot of 1878 organized and became colonel of the First Regiment. In 1892 he was chosen Commander of the Loyal Legion of Missouri. At intervals he traveled extensively in Europe and the Orient, and devoted much time to investigate industrial conditions existing in foreign countries; a trip around the world was made by him in 1894, during which he spent several months in India, China, and Japan, and the information gained thereby, and later on in the West Indies, was effectually utilized by him as a member of Congress. His career as such proved him a faithful, conscientious, painstaking lawmaker, and an able representative of his constituents and the State at large. Our World's Fair had in him an energetic champion and so had many other measures of special importance to St. Louis, and it was therefore greatly regretted when he positively refused a re-election, but still greater was the general regret, when the continued failing of his health resulted in his death in 1901, as clearly shown by the resolutions adopted by the bar association, fraternal and military organizations in honor of his memory.

THE MUNICIPALITY.

The history of St. Louis, which forms the first chapter of this volume, contains sufficient information about the organization of the town and city government, so that a repetition would be superfluous. The following pages therefore refer only to the present administration, its principal branches and officials.

EXECUTIVE DEPARTMENT.

ROLLA WELLS, MAYOR.

The municipal election in 1901 placed Mr. Rolla Wells at the head of the city government and gave St. Louis a mayor of sterling qualities, a man of never doubted integrity, possessing all the requirements of so exalted and responsible a position. His election was the cause of general satisfaction to all classes of the population after a severe fight between the two principal political parties, but during the heat of the campaign not one word derogatory to the character of the Democratic candidate was uttered by the opposition. It was conceded on all sides that the welfare of the community rested in safe hands, that the dignity of the office would never be lost sight of and that the duties pertaining to it would be conscientiously fulfilled by the new incumbent. But fifteen months have elapsed since Mr. Wells became the chief magistrate of this metropolis, the fourth great city of the Union, and the good results of his administration are clearly visible even after this short period. His great executive ability and circumspection, heretofore evidenced in various capacities, his administrative talents, his familiarity with the city's conditions and wants, and above all his ardent desire to improve these conditions and to let the new St. Louis supersede the old one, will make him the model mayor of the World's Fair city. Mr. Rolla Wells is a St. Louisan by birth, the only son of Mr. Erastus Wells, for many years a member and President of the City Council respectively and during eight years the representative of this city in the lower branch of Congress. The son after graduating at Washington University, received his training for practical business life under his father's eyes in the office of the Olive and Market streets railway lines, owned and presided over by his senior. He was for a number of years the Assistant General Manager of this system and succeeded Mr. Alfred W. Henry as General Manager after this gentleman's death in 1879, holding this position until the purchase of the roads by other parties. The failing health of the elder Wells made it necessary for the son to assume the care and management of the large business and property interests of

his father, the burden fell upon comparatively young shoulders, but he fulfilled his duties in a manner marked by fidelity to his trust and sagacity of management. These qualifications have signified his whole career and have made him one of the most prominent representatives of our commercial and industrial community, who participates in all movements tending to promote the best interests of our city. He is a man of broad liberal views and of progressive ideas, of great activity and energy, of most urbane manners, ready to listen to every one — with one word: just the man for the place he occupies.

JAMES Y. PLAYER, COMPTROLLER.

Mr. James Yeatman Player became, in April, 1891, Comptroller of the city and thereby the successor of his uncle, Mr. Isaac H. Sturgeon, who has held that position from 1893 to 1901. Mr. Player began his career in this city, after finishing his studies at Yale College, in 1870, as a clerk in the old Merchants' bank, but soon afterward entered the employ of the Board of Public Schools, first in a subordinate position, from which he quickly rose to that of chief clerk, and in 1890 to the responsible office of Secretary and Treasurer, which he kept for seven years, whereupon ill-health compelled him to resign. After recuperating in California he returned to St. Louis, became connected with the real estate trade and accepted in 1901 the Democratic nomination for Comptroller, which resulted in his election, whereby the community secured an eminently capable and honest official in that important place.

BERNARD DIERKES, AUDITOR.

When Mr. Bernard Dierkes was nominated for the City Auditor's place on the Wells ticket, his nomination was hailed with delight not only by the Democratic party, but also by many of his political opponents, for they were convinced that he would make an excellent officer and a faithful guardian of the city's interests. His election gave, therefore, general satisfaction. He had served the community once before in the responsible and very important position of prosecuting attorney of the Court of

Criminal Correction, which place he held from 1878 to 1894; being re-elected from term to term. It was in this capacity that he, by his impartiality and conscientious acting, won the fullest confidence of his fellow-citizens irrespective of party lines, so that his re-election was always a foregone conclusion. Mr. Dierkes was born in St. Louis in 1849, received his education in his native city and chose the legal profession when quite young, practicing law until his election as prosecuting attorney. He is well versed in English and German literature, is the author of a historical drama and highly appreciated as a singer, having for many years been a member of various church choirs and appearing in many of our best concerts to the delight of his hearers. An accomplished scholar, as he is, he sought to extend the general knowledge and especially the culture of music by going to Europe in 1898, residing for more than two years in Leipsic, one of the musical centers of Germany, devoting part of this time to travels in the old country, and his letters, published in the papers of our city, proved of great interest to the readers. He has a host of friends and is at all times welcome in social circles and at entertainments, to which he generally contributes his fullest share.

JAMES M. FRANCISCUS, JR., TREASURER.

The election held in April, 1901, placed Mr. James M. Franciscus, Jr., at the head of the city treasury, for which responsible position he had been nominated by the Democratic City Convention on account of his particular fitness for this important office. As the son of the late James M. Franciscus, for many years a prominent banker, he received an excellent education, which he completed at Washington University; after finishing his studies he entered the employ of the Simmons Hardware Company, was afterwards in the Auditor's department of the Wabash Railroad and later on bookkeeper in the Third National Bank. He officiated twice as commissioner of the Lindell Estate, giving bonds of 700,000 and 450,000 dollars respectively, and of the D. A. January Estate with a bond of 485,000 dollars, and his administration of these two vast estates gave general satisfaction to all concerned. The same may be said of his services as a mem-

ber of the Mullanphy Board. He is since 1889 a partner in the well-known real estate firm of Moffett & Franciscus, a member of the Merchants Exchange and of several commercial and social organizations, and much devoted to the interests and welfare of our city, in which he was born in 1866.

JOHN J. O'BRIEN, ASSESSOR.

The present President of the Board of Assessors, Mr. John J. O'Brien, occupies this important office for the third time, first during two consecutive terms, from 1886 to 1894, and now since April, 1901. He had for thirty years been engaged in the building trade and had erected numerous down-town buildings before the more modern steel construction was inaugurated. The knowledge and experience gained in this vocation made him an expert in the assessment of real estate values, and therefore especially able to fill the position in which the vote of his fellow-citizens has again placed him as a deserved acknowledgment of his faithful and conscientious services. Mr. O'Brien was born in Hartford, Connecticut, from where his parents came to this city in 1854; he was then only twelve years of age and made good use of the facilities which a large city afford the industrious, ambitious young man, who soon made his mark in life. After the adoption of the new city charter (1877) he was elected to the City Council, in which capacity he exhibited the same probity and honesty which afterwards signified his public career and for which he enjoys the well-deserved esteem of the community.

L. F. HAMMER, JR., CITY COLLECTOR.

The present incumbent of the City Collector's office, Mr. L. F. Hammer, Jr., was born and educated in this city, the oldest son of Mr. L. F. Hammer, Senior, the well-known Dry Plate Manufacturer and former proprietor of a photograph gallery, which is still carried on by his sons. Mr. L. F. Hammer, Jr., has always taken an active interest in municipal affairs and politics and being a prominent member of the Democratic party, and also of the South Broadway Merchants Association, whose President he had been for a number of years, he was in 1899 placed

on the Democratic ticket as candidate for the office of Recorder of Deeds and received only two thousand votes less than his opponent, though the balance of the ticket was defeated by a majority of eighteen thousand votes. The Democratic City Convention in the spring of 1901 nominated him for the Collectorship, he was elected by a very large majority and has proven a faithful and efficient Revenue Collector, constantly at his post and well liked by all who come in contact with him. Mr. Hammer belongs to various mercantile, fraternal and social organizations and has frequently occupied responsible positions in one or the other of them in recognition of his ability and integrity.

PATRICK R. FITZGIBBON, REGISTER.

Mr. P. R. Fitzgibbon may truly be considered a prominent representative of the Irish-American element of this city, whose interests have in him an ever watchful protector and promoter. The Democratic party has enjoyed his good services since many years and acknowledged this by nominating him in the spring election of 1901 to the position he occupies and for which he possesses all the desirable qualifications.

BOARD OF PUBLIC IMPROVEMENTS.

The Board of Public Improvements, created by the city charter of 1877, is composed as follows:—

Hiram Phillips, President; Chas. Varrelmann, Street Commissioner; Edward Flad, Water Commissioner; Franklin L. Ridgley, Park Commissioner; Edward A. Hermann, Sewer Commissioner; Jos. P. Whyte, Harbor and Wharf Commissioner.

HIRAM PHILLIPS, PRESIDENT BOARD OF PUBLIC IMPROVEMENTS.

Mr. Phillips is a civil engineer of great experience, was a member of the Mississippi River Improvement Commission, for years professor of engineering at the State University of Missouri, and is a member of the American Society of Engineers, and of the Engineers' Club of St. Louis.

CHARLES VARRELMANN, STREET COMMISSIONER.

No branch of our municipal administration is of greater importance than the Street Department; well built and well kept streets are just as essential to the welfare of a community as, for instance, the ample supply of water or appropriate sanitary provisions. What is now known as the Street Department stood formerly under the direction of a city engineer; the city charter, which went into force after the separation of city and county, created the Board of Public Improvements and a Street Commissioner as one of its members. Mr. Charles Varrelmann holds this important position since May, 1899, and his appointment can with all justification be considered as based upon the civil-service principle, on account of the fact that he had been identified with the Street Department for more than a quarter of a century. His ability as a professional civil engineer was soon appreciated by the chiefs of the department; he was placed at the head of the street-building division, and his services proved so valuable that he remained in this responsible position under all administrations. Thoroughly familiar with the workings of the office in all its details, equipped with the experience of so many years, a man of sterling integrity, Mr. Varrelmann is one of the city officials who possess the unlimited confidence of the entire community, as everybody knows that the public interest will always be well guarded by him, that unscrupulous contractors will not be permitted to victimize the city treasury, and unearned wages will not be paid out as long as he conducts the Street Department.

EDWARD FLAD, WATER COMMISSIONER.

Mr. Edward Flad is the son of Col. Henry Flad, who was the most valuable assistant of Capt. Eads in the planning and erecting of our grand bridge and after the organization of the Board of Public Improvements its first President, which place he occupied during eighteen years; he then declined a re-election, but became soon after the President of the Mississippi Improvement Commission which office he held up to the time of his death. The son is likewise a civil engineer by profession, and was in

1899 appointed successor of Water Commissioner Holman, who greatly improved the old and constructed the new waterworks of this city.

F. L. RIDGELY, PARK COMMISSIONER.

The office of Park Commissioner is one of the most important in the municipal administration; public parks are a necessity in large cities, a valuable auxiliary to general health and welfare, enjoyed by all classes of the population and a source of pleasure and comfort to old and young. It is therefore but natural that the greatest care and attention ought to be given them, that nothing should remain undone to keep them at all times in the best condition and that their management should always rest in the proper hands. It therefore caused general satisfaction when Mayor Walbridge appointed Mr. Franklin L. Ridgely for the office of Park Commissioner in 1895, and still more so when he was retained in his position for a second term. Being an enthusiastic lover of nature and a man of the highest culture, Captain Ridgely devotes all his time to the supervision of the various parks, which form the field of his activity and surveillance, and it is his constant aim to improve and beautify them as much as possible. The result of his energy and industry is well-known to our citizens and to the visitors of our city, who seldom fail to include the parks in their programme of sight-seeing, and who admire them for the manner in which they are kept and the care bestowed upon them. This is, in a great measure, due to Mr. Ridgely's personal exertions, his excellent taste and the great interest he takes in his work, which from the start proved very congenial to him. He is a native of Baltimore, Md., the son of Captain Henderson Ridgely, a gallant officer of the U. S. army, who found his death in the war with Mexico. The son received his education in the Naval Academy at Annapolis, and unlike many other Marylanders, went to the defense of the Union in 1861, being appointed a lieutenant in the Fourth Regiment of the regular army by President Lincoln. After the war he came to St. Louis and made our city his permanent home. He was for years a member of the wholesale dry goods firm of Henderson,

Ridgely & Co., became later the Vice-President, and afterwards the President of the Wiggins Ferry Company and was also President of the East St. Louis Connecting Railroad for a number of years. These various positions gave him a valuable experience, which he now utilizes, not only in his specific department, but also in his capacity as a member of the Board of Public Improvements, where his advice and business tact is deservedly appreciated. As a gentleman of refined tastes and most amiable manners he is a great favorite in society ; as a citizen he is known as a liberal-minded promoter of all public interests, and he enjoys the warm friendship and esteem of his contemporaries.

EDWARD A. HERMANN, SEWER COMMISSIONER.

The important position of Sewer Commissioner is held by Mr. Edward A. Hermann, the second son of our old and well-known fellow-citizen, Chas. F. Hermann, of whom we speak in another part of this volume. Mr. Edward A. Hermann was born in Hermannsburg, Ark., in 1856, and came to St. Louis after the breaking out of the civil war as his parents were compelled to leave their home in Arkansas on account of their Union sentiments. He received his early education in the public schools and the high school of this city, accompanied his parents to Europe, where the family resided for nearly two years and after returning to this country he entered the Rensselaer Polytechnic Institute (School of Engineering), at Troy, N. Y., from which he graduated as civil engineer in 1879. Since that time he has been permanently engaged in his vocation, first in surveying coal mines in Carbondale, Ill., then as draftsman in the bridge department of this city, whereupon he became assistant engineer of the Lake Erie and Western Railroad, subsequently assistant engineer of the Pennsylvania Railroad Co., and during the following eight years he occupied the position of first assistant engineer of the Cleveland, Cincinnati, Chicago and St. Louis Railroad, commonly known as the Big Four. The hard irregular work and constant strain of railroad life impaired his health in such a measure, that he resigned this office and accepted the place of Engineer of Surveys in the Street Department of St. Louis, which position he

held for four years and was then appointed Sewer Commissioner. As the head of this important branch of our municipal administration Mr. Hermann has proved a most able and efficient officer and a valuable member of the Board of Public Improvements. He possesses a large and varied experience in all kinds of engineering construction work, has written numerous articles on engineering topics which were published in the *Railroad Gazette* and the *Engineering News*, of New York, N. Y., has also written a book on "Steam Shovels and Steam Shovel Work" published by the latter named journal. In conclusion we will only add, that Mr. Hermann devotes all his time to the duties of his office, that he is prominent in his profession and a member of the American Society of Civil Engineers and the St. Louis Civil Engineer's Club.

JOS. P. WHYTE, WHARF AND HARBOR COMMISSIONER.

We speak of Mr. Whyte in another part of this volume as the former President of the Real Estate Exchange and his efficient services as City License Collector, which place he resigned, but accepted afterwards, at the request of Mayor Wells, the appointment of Harbor and Wharf Commissioner, in which capacity he will be just as much appreciated as in his former position.

BOARD OF HEALTH.

The Board of Health, created by the charter adopted in 1877, is composed of the Health Commissioner, two physicians and one police commissioner. It consists at present of Health Commissioner Dr. Max C. Starkloff, Dr. H. N. Chapman, Dr. Albert Merrell and of Andrew F. Blong as representative of the Police Board. Mr. Chas. W. Francis is since 1883 the chief sanitary officer of the city, Dr. Wm. C. Teichmann since a number of years the city chemist, and Dr. Chas. A. Snodgrass, the recently appointed bacteriologist. Dr. Herman L. Nietert is the resident physician of the City Hospital, Dr. N. G. Hawley, Superintendent of the Female Hospital, and Dr. Edward C. Runge, Superintendent of the Insane Asylum.

DR. R. M. FUNKHOUSER, CORONER.

The great importance of the Coroner's office in a city of such magnitude as ours is obvious to and understood by every intelligent mind, and to dwell at length upon this indisputable fact would be more than superfluous. St. Louis had the good fortune that most of the gentlemen who in course of time officiated as coroners, were particularly fit for the position and the duties involved.

To illustrate this we only need to mention the names of Dr. Boisliniere, Dr. Armand, Dr. Auler, Dr. Frank, and to point to the present incumbent, Dr. Robert M. Funkhouser, elected by an overwhelming majority of votes in November, 1900. He had not sought the office; to the contrary, he had to be pressed to accept the nomination offered him in the most flattering manner, and his election caused unbounded satisfaction to the entire community, as everybody was convinced that he would fulfill the duties thereby entrusted upon him with the greatest ability and impartiality and that the public welfare will be scrupulously guarded as long as he conducts the affairs of the office. Dr. Funkhouser was born in this city, where his father, R. M. Funkhouser, Senior, one of the most prominent merchants and bankers, had lived from 1840 till 1868, at which time he transferred the field of his activity to New York, in which city he died in 1898. The subject of this brief sketch, Robert Monroe Funkhouser, Junior, received his early education in private schools, later on he graduated at the University of Virginia and afterwards at Dartmouth College, New Hampshire. He devoted the next few years to the study of law and medicine at Columbia Law School and the University of New York respectively, receiving the degree of Bachelor of Laws from the former and the Doctor's diploma from the latter. He was admitted to the bar in New York and St. Louis, but chose the medical profession for his life's vocation. Being both a lawyer as well as a physician, this twofold capacity makes him all the more valuable as coroner. He made our city his permanent home in 1875, and soon gained a large medical practice and great prominence as an instructor and his lectures and demonstrations at

the Missouri and at the Beaumont Medical College (one of whose founders he was) were highly appreciated. As an ardent and zealous devotee to his science he has frequently contributed to medical magazines and journals, especially on surgical and anatomical topics. Dr. Funkhouser is a member of the leading medical organizations and of various other societies, a man of the broadest views, liberal and always ready to serve benevolent purposes professionally and otherwise, a highly cultured gentleman, a true representative of progressive Americanism with its characteristic and noble qualities.

JOS. F. DICKMANN, SHERIFF.

The present Sheriff, Mr. Jos. F. Dickmann, is a native of Prussia and came to the United States when quite young, possessing the industrial habits, honesty and perseverance, which form the principal qualities of the German nation. He soon acquired employment and worked his way up from a storekeeper's place to the proprietorship of his own business, in which he met with all desirable success in consequence of his fair and upright dealing. It was in 1878, when he established himself in the seed business, which became more extensive from year to year, and this led in 1897 to the incorporation of the Jos. F. Dickmann Seed Company, which now bears the name of the Dickmann-Dusard Seed Company, with Mr. Jos. F. Dickmann as President; Mr. Jos. T. Dusard, Secretary; and Mr. M. Dusard, Treasurer. The firm is located at 1110 and 1112 North Third Street. Mr. Jos. F. Dickmann was elected Sheriff in November, 1900, and his administration of this responsible and important office has earned for him the praise of judges, attorneys and the public in general and has given the fullest satisfaction to all concerned by the promptness and punctuality, with which the business of the office is conducted.

THE FIRE DEPARTMENT.

We speak on pages 24 and 25 of the volunteer fire companies of olden times, as they existed until 1857, in which year the paid fire department was organized. It began operations in 1858

with 7 steam engines and 71 men. To-day the department has 504 men and 12 officers, with the following apparatus: 38 steam engines, 5 double hose wagons, 14 combination hose wagons and chemical engines, 13 combination hose reels and chemical engines, 7 ordinary hose reels, 6 aerial hook and ladder trucks, 6 City service hook and ladder trucks, 2 water towers, 9 fuel wagons, 8 hauling wagons, and 14 officer's vehicles.

All hook and ladder trucks are equipped with ropes, life saving nets, Pompier ladder, and belts for life saving, hand fire extinguishers, etc. The reserve apparatus consists of 9 steam engines, 1 combination hose wagon and chemical engine, 1 double hose wagon, 1 double tank chemical engine, 9 hose reels, 1 aerial hook and ladder truck, and 4 officers' vehicles. The department has in use 87,000 feet $2\frac{1}{2}$ inch cotton rubber lined fire hose, 10,500 feet, 3 inch cotton rubber lined fire hose, and 6000 feet $\frac{3}{4}$ inch chemical hose. The department has 257 horses, uses 37 houses, all the property of the City.

The present officers of the department are as follows: Charles E. Swingley, Chief of Department; Thomas W. Rucker, First Assistant Chief; Thomas Haines, William Busch, Patrick Shay, Andrew Coughlin, William F. Hillenkoetter, Henry C. Shockey, John F. Barry, and Alex. P. Christie, Assistant Chiefs; Ben. E. Swingley, Secretary; and Robert C. Jenks, Assistant Secretary.

Very extensive and complete as this equipment appears to be it is nevertheless not adequate to the growth of the city and the uninterrupted extension of the territory to be covered. It has been the constant aim of Chief Swingley not only to improve the service of the department and make it as perfect as possible, but to have more engines added so as to protect every part of the city more properly. The efficiency of officers and men is too well known, their bravery has been too often proven, to require more than the simple statement that our Fire Department is one of the branches of the municipal government of which the community may be proud with the fullest justification.

In addition to the foregoing we refer the reader to that part of the history of St. Louis (pages 13 to 41) where we enumerate the big fires which have occurred since 1849.

Mr. CHAS. E. SWINGLEY was born on a farm in Ogle County, Illinois, January 3d, 1849, and is therefore a man in the prime of life. He was very young when his parents moved to St. Louis, where he was educated in the public schools and afterwards learned the bricklayer's trade, which he abandoned in 1869 after receiving a place in the Fire Department. He began as pipeman on the old Union No. 2, and has filled every position in the department with which he is identified for thirty-three years. He was appointed Chief in 1895, and has ever since given the fullest satisfaction as an energetic, zealous and conscientious official whose ambition it is to devote his ability and experience to the best fulfillment of his duties and in the interest of the community.

FIRE AND POLICE TELEGRAPH.

St. Louis was the third city of the world to adopt the now universal electrical system of receiving and transmitting alarms of fire. The manner in which alarms were given previous to that, is described in another chapter of this volume. The telegraph system was introduced in February, 1858, with forty-five manuals or crank fire alarm telegraph boxes, four bell tower strikers and a central signal station under the roof of the courthouse. For the complete apparatus and outfit the sum of \$45,000 was paid by the city. The first alarm was given on February 25, 1858, from the box at the corner of Fourth street and Franklin avenue. Thirty more boxes of the same kind were added in 1863, making a total of seventy-five crank boxes, a very appropriate name, as they were surely the crankiest and most unreliable pieces of mechanism. Seventy-five automatic boxes were added, and all the crank boxes were changed to the automatic pattern in 1867. By additions made from time to time 975 boxes are now in operation, all of the modern Gamewell pattern. Within the last two years all the wires of the fire alarm and the police patrol, and the municipal telephone system have been placed underground in the district bounded by the river, Jefferson avenue, Spruce and Wash streets. All the fire alarm and patrol boxes have been placed on neat iron pedestals, and a new central office, provided with the most modern equipments,

has been located in the new City Hall. In 1868 the number of alarms averaged ten per month, the present monthly average is one hundred and sixty-five. The department stands under the direction of Mr. *Silas Benedict*, since ten years, who was appointed its Superintendent in 1892, and who never ceases to introduce and add new improvements, though it can be claimed, that there is hardly room for such, as we can boast that our alarm system is as perfect and efficient as that of any other great city and not surpassed on this nor on the European continent. Mr. Benedict's connection with the department, which is so ably managed by him, dates back to 1866; during these thirty-six years he has filled every position which it comprises; he began, as he told the writer some time ago, with a very modest occupation, shaving oar stems, which were at that time used for telegraph poles, and from this humble place he worked his way up to the top of the ladder, which is certainly the best evidence of valuable services and efficiency.

LEGISLATIVE DEPARTMENT.

The legislative department of the city government comprises two branches: the upper branch, the city council, consists at present of the following thirteen members: Joseph L. Hornsby, Joseph Boyce, W. R. Hodges, Aug. H. Hoffmann, E. A. Meyenburg, Eben Richards, Louis Schnell, Charles E. Gibson, Geo. D. Markham, Joseph Spiegelhalter, Jr., James P. Newell, Jeremiah Sheehan, and Wm. Horton.

The officers of the council are: Joseph L. Hornsby, President; Joseph Boyce, Vice-President; Geo. F. Mockler, Secretary; Cortez A. Kitchen, Assistant Secretary; and Richard M. Wray, Sergeant-at-Arms.

The lower branch, called the House of Delegates, contains one representative from each of the twenty-eight wards, namely, in numerical order, as follows: Gustav H. Oberbeck, Frank M. Stanze, John P. Sweeney, Thomas E. Kinney, James H. Cronin, Charles J. Denny, Henry Pfleffle, Chas. Troll, Oliver J. Funsch, Otto F. Karbe, Edward Koeln, Fred G. Zachritz, Ed. E. Murrell, John B. Williams, Andrew Gazzolo, Jr., John J. Burke, James J.

Howard, John H. Klute, Samuel B. Stanard, Chas. F. Kelly, J. J. Hannigan, John R. Fontana, H. A. Faulkner, Thomas J. Buckley, Christian A. Windmuller, James T. Brennan, Chas. L. Geraghty, and Paul Reiss.

The officers are: Chas. F. Kelly, Speaker; Chas. L. Geraghty, Speaker pro tem; Joseph N. Judge, Clerk; Nicholas H. Griffin, Assistant Clerk; Michael J. Howard, Sergeant-at-Arms.

JOSEPH L. HORNSBY, PRESIDENT CITY COUNCIL.

Our community had frequently the good fortune to have men of sterling qualities for President of the City Council, as for instance Erastus Wells, John H. Lightner, E. S. Rowse, Chas. Nagel and others and the same can be said of the present incumbent, Mr. Joseph L. Hornsby, elected in April, 1901. Mr. Hornsby is a St. Louisan by birth, a graduate of the St. Louis University, and the St. Louis Law School; he began his professional career in the office of Governor Trusten Polk, and is since many years the senior member of the law firm of Hornsby and Harris, whose offices are in the Rialto Building, southeast corner of Fourth and Olive streets. His first political position was that of a member of the State Legislature from 1883 to 1885, having been elected with an overwhelming majority, in 1893 he received the Democratic nomination and the indorsement of the Independent party for the City Council, and over two thousand more votes were given him than any other candidate on the Democratic ticket, which, however, was defeated. Since then he has kept out of active politics until the spring election in 1901, when his fellow-citizens demanded his good services once more. Impartiality, integrity and the honest desire to protect the welfare of the community and to guard the interests of the city have signified his course as presiding officer of the Council, and he has proved all the more efficient by being thoroughly familiar with municipal affairs and a very able jurist. Mr. Hornsby is a son of Dr. N. L. Hornsby, one of the oldest residents of our city.

LEGAL DEPARTMENT.

The five officials who constitute this department are: Charles W. Bates, Counselor; William F. Woerner, Associate; Carl Unger, Second Associate; Alexander Nicholson, Assistant, and W. B. Dryden, Clerk.

HENRY A. CLOVER, JUNIOR.

Mr. Henry A. Clover, Jr., the Prosecuting Attorney of the Court of Criminal Correction, is a public official whose career as such has always been signified by the most conscientious fulfillment of his duties and whose conduct in office has won him the respect and esteem of all good citizens. Mr. Clover belongs to a family of jurists; his father, the late Judge Henry A. Clover, who died in 1900, was one of the most prominent attorneys of this State, which he served as a member of the Legislature and of the Constitutional Convention of 1865; he was during seven years Judge of the Criminal Court of St. Louis County and from 1864 to 1869 City Counsellor and an ornament to bar and bench. His two sons, worthy scions of their ancestor, followed in the father's footsteps by becoming lawyers of noted ability; the elder, Ashley C. Clover, made his mark as Circuit Attorney in the Criminal Court, and the younger, Henry A. Clover, Jr., gave so great satisfaction as City Attorney, to which office he was appointed by Mayor Walbridge, that he was elected by popular vote to the important position of Prosecutor in the Court of Criminal Correction, in which capacity he has earned the gratitude of the law abiding community by his impartiality and energy, his untiring activity in the execution of the laws in spite of the many obstacles placed in his way not only by offenders and their friends, but especially by a certain class of politicians who for years have made the Four Courts a hotbed of corruption. He is a native of this city, graduated with high honors from the St. Louis Law School, and being only thirty-seven years old, has certainly a brilliant future before him.

ARCHIBALD CARR.

Mr. Archibald Carr, one of the best-known city officials, has served the public in various capacities, in all of which he has

given the fullest satisfaction, through the conscientious fulfillment of his duties and painstaking care with which he has conducted every office to which the confidence of his fellow-citizens has elected him. Mr. Carr began his public career as Deputy Sheriff, was then elected City Marshal, and is now for the second time Clerk of the Circuit Court for criminal causes. His renomination for a second term, and his re-election, may be considered the best indorsement a public officer can receive, and a clear evidence of his merits. His great urbanity and the courteous way with which everybody is treated by him, are bound to make a most favorable impression upon all who come in contact with him, and the efficiency and strictness with which the office is managed by him has won him the unlimited praise of judges, attorneys, and the general public, but it is, above all, his honesty and integrity which, in conjunction with his great ability, have been and are appreciated by his fellow-citizens. These qualities should be found in every one upon whom a public trust is bestowed, but this is nowadays not always the case, and deserves, therefore, special mention. Communities, large or small, need just such men as Archibald Carr to fill positions of importance, reliable, trustworthy and able, in whose hands the welfare of the commonwealth is carefully guarded.

GARRARD STRODE, PUBLIC ADMINISTRATOR.

Two officials of the commonwealth are the de facto et de jure protectors of widows and orphans: the Probate Judge and the Public Administrator. They are likewise the legal protectors of heirs and estates, as well as of those who have claims against them. The office of the Public Administrator is therefore one of the most important and responsible. The present incumbent, Mr. Garrard Strode, was the people's choice in November, 1900, when he was elected by a large majority of votes. The duties of the position were by no means new to him, he had been a deputy clerk in the Probate Court for nearly eight years under Judge Woerner, who was considered one of the greatest authorities on the law of administration; this was followed by a number of years employ under Public Administrator M. D. Lewis, and the experience gained in these positions fitted Mr. Strode in a most complete

manner for the duties entrusted to him by his fellow-citizens. Equipped with a thorough knowledge of administration matters, he devotes his ability to these duties with the greatest fidelity and is known as courteous and accommodating to everybody. He is a St. Louisan by birth, went through the Public Schools, is a graduate of Washington University, and enjoys the confidence of the public and the respect of all who come in contact with him. His office in the Lincoln Trust Building, Southwest corner of Seventh and Chestnut streets, is easily accessible from all parts of the city, and there he will be found from morning till evening if not engaged in court.

DR. WM. C. RICHARDSON.

Few men are more widely and better known in our community than Dr. Wm. C. Richardson, for many years the efficient Grand Secretary of the Ancient Order of United Workmen and during two terms the incumbent of the Public Administrator's office, in which responsible and important position he won the confidence and respect of all interested parties for the conscientious and painstaking method with which he fulfilled his duties. He was born in the State of Iowa, joined the Union Army as a member of the 17th Illinois Cavalry regiment when a boy of only fourteen years, received his honorable discharge at the close of the civil war and came to St. Louis, to devote himself to the study of medicine at the Homoeopathic College of which he afterwards became a professor and later on the dean of the faculty. Following his profession with marked success, he spent his leisure hours in the study of vital statistics with special reference to beneficiary organizations and gained therein such an extensive knowledge, as to be considered an authority on the subject and the excellent standing of the aforesaid order is in a great measure due to him and his good advice. He is a man of great executive ability, clear judgment and untiring activity, well read and of refined tastes, stands at present in the prime of life and possesses a host of warm friends and the high esteem of all who know him. As an evidence of his great popularity it may be mentioned that he was the only Republican candidate who received a majority of

votes at the time of his first election to the Administratorship, all other victorious candidates belonged to the Democratic party, a fact of which he may well be proud.

HENRY TROLL.

Mr. Henry Troll, the late incumbent of the responsible position of Circuit Clerk, was twice before elected Sheriff of this city and sat for seven consecutive years in the Board of Directors of our Public Schools, having previous to that time served the community as a member of the Mullanphy Board. In all of these positions of trust he has fully merited the confidence bestowed upon him by his fellow-citizens and has always proven an honest, upright official, attentive to his duties and conscientious in their fulfillment. He was born in Edenkoben (Rhenish Bavaria), and came to St. Louis, accompanied by his parents, when a boy of fifteen. He was among the first who went into the field to defend the Union after the outbreak of the civil war and his gallant services were duly rewarded by his promotions to lieutenant and later on to captain, in which latter capacity he was honorably mustered out at the end of 1864. His military career was followed by a not less honorable one in civil and official life, as evidenced by the majority of votes which he received whenever he appeared as a candidate before the public. Captain Troll was at the time of his death (1902) just as popular among all classes, as when he first entered political life, and this is saying a great deal; he was a favorite in social circles especially among the German element and took an active interest in public matters, belonged to different organizations and enjoyed the warm friendship of many of our best citizens, irrespective of nationality or political affiliations.

THOMAS B. RODGERS.

Few public men of our city are so well and so widely known as Col. Thomas B. Rodgers, the efficient Assistant Adjutant General of the G. A. R. Department of Missouri. He is a native of the grand old State of Pennsylvania and was only twenty-one years of age at the time of his admission to the bar, had just commenced

the practice of law when the civil war broke out and caused him to enter the army for the defense of the Union. He was captured at the Battle of Gettysburg and kept in Libby Prison for nine months, whereupon he returned to the Army of the Potomac, from which he received his honorable discharge after four years service, having been promoted from lieutenant to lieutenant-colonel. Coming to St. Louis after the end of the war he has made this city his home ever since. He was for three years employed by the government in examining the war claims of this State, was afterwards engaged in the real estate and insurance branch and was appointed Deputy Circuit Clerk in 1879 and was elected Clerk of the Circuit Court in 1894 with a majority of 4,000 votes over his Democratic opponent. As one of the most prominent members of the Grand Army of the Republic he held for eight years the Assistant Adjutant-Generalship in the Missouri Department, to which position he was again elected later on and is occupying it now. He was the First Commander of Frank P. Blair Post, and from 1896 to 1897 Commander of the Department of Missouri. Taking an active interest in educational matters, he was a member of the School Board in 1876 and 1877 and during the same period Vice-President of the Library Board, serving with the greatest fidelity and ability in all his official positions. He is now giving all his time and attention to his duties in the Adjutant General's office (in the Temple Building) where his efficient services are duly appreciated by the members of the Grand Army of the Republic. Col. Rodgers has a host of friends on account of his great urbanity and his most amiable and courteous manners in his intercourse with each and all.

THE PUBLIC SCHOOLS.

Due reference to the foundation of our Public School system being made in the first chapter of this volume, we will here speak only of the present status of the schools under the management of the Board of Education. There are now eighty-three school districts with one hundred and twenty-five schoolhouses, one High

School, to which two more will soon be added. The school buildings erected in recent years are modern in every respect, and models of practical interior arrangement. No money is spared in their construction, nothing is left undone to secure the best sanitary conditions and to provide them with all auxiliaries pertaining to a thorough schooling. The results of the prevailing system of instruction, the plan of studies and the discipline, have become more gratifying from year to year, and are constantly receiving the highest encomiums from the greatest authorities in matters of education. The corps of teachers numbers more than 1,800, the annual expense for teachers salaries averages at present \$1,100,000, for officers somewhat over \$51,000 and the janitor's service costs about \$120,000 per annum. The yearly income from taxes and other sources averages two millions, and the value of the schoolhouses, not including other real estate property, is over six millions. The yearly revenue from the real estate property of the school fund amounts to about \$75,000.

BOARD OF EDUCATION.

The present officers of the Board of Education are: John Schroers, President; Calvin M. Woodward, Vice-President; C. L. Hammerstein, Secretary and Treasurer; Chas. P. Mason, Auditor; F. Louis Soldan, Superintendent of Instruction; Roderick E. Rombauer, Attorney; John A. Long, Supply Commissioner; Wm. B. Ittner, Commissioner of School Buildings. The Board consists of the following members: John Schroers, Calvin M. Woodward, Christopher W. Johnson, Robert Moore, Henry Droste, Edward C. Eliot, James L. Ford, Wm. G. Moore, John A. Harrison, Wm. Taussig, Robert B. Dula and Louis Fusz.

Of the salaried officers of the Board we will especially refer to the Secretary and Treasurer, Mr. C. L. Hammerstein and the Superintendent of Instruction, Mr. F. Louis Soldan.

The Secretary and Treasurer of the St. Louis Public Schools holds one of the most responsible positions in a city of such magnitude and it is therefore of the utmost necessity that the incumbent of this office possess not only the required ability, but also

all other qualifications for such an important trust. The present official, Mr. *C. L. Hammerstein*, entered the service of the School Board nearly twenty-five years ago, first as assistant in the Secretary's and Treasurer's office, from 1890 to 1898 as Auditor, and was then elected by the Board to the place he now occupies. His appointment was the well-deserved reward for the fidelity with which he had fulfilled his former duties and the Board could certainly have made no better selection. Mr. Hammerstein is a Missourian by birth; he hails from Washington (Franklin County), and after passing through the public schools of his native city, he had to earn a living when quite young; his first employment was in the office of the County Assessor, later on with the United States Internal Revenue Collector of that district, but the ardent desire to add to his learning brought him to St. Louis. Here he made good use of the opportunities offered by a large city; he worked during the day in an architect's office and studied in the evening—in this way he prepared himself for practical life and how well he succeeded in doing so is clearly evidenced by his career and the confidence and high esteem which he enjoys.

Mr. *F. Louis Soldan*'s connection with the Public Schools of St. Louis began in 1868, in which year he was appointed teacher of modern languages in the High School; three years later followed his promotion to the position of principal of the Normal School, which under his management became widely known as a very valuable factor of our educational system. In 1887 he was placed at the head of both Normal and High School, whereby the sphere of his activity and usefulness was sufficiently enlarged, to make his services still more valuable. He holds the important position of Superintendent of Instruction since 1895. The work of his predecessors, such as Divoll, Harris and Long was not only continued by him, but our school system has become greatly improved under his direction as a result of his profound pedagogical knowledge, his practical experience as a teacher and his administrative talent; he is recognized all over the country as one of the ablest educators and is constantly called on by educational associations and similar bodies as lecturer and adviser and was frequently elected to preside over their de-

liberations. In conclusion it may truly be said of him, that the flattering recognition bestowed upon our Public Schools since many years are chiefly due to his untiring activity and energy.

WASHINGTON UNIVERSITY.

It was on the 22d of February, 1853, that the Missouri legislature granted a charter for an institution of learning, to be called the Eliot Seminary, but at the request of Rev. William G. Eliot, in whose honor the name had been chosen, the title was changed to Washington Institute, and soon after to Washington University, as the plans for its development broadened. One of the fundamental conditions laid down in its constitution, and later on embodied in its charter, reads as follows:—

“ No instruction, either sectarian in religion, or partisan in politics, shall be allowed in any department of said University; and no sectarian or party test shall be allowed in the election of professors, teachers or other officers of said university; or in the admission of scholars thereto, or for any purpose whatever.”

This irrevocable condition secures the university for all time to come against the dangers of religious and political dissensions. The first building erected by the University was the present south wing on Seventeenth street near Washington avenue, where a school was opened in 1856, the ancestor of the present Smith Academy. The formal inauguration took place on the 23d of April, 1857, on which occasion the Honorable Edward Everett was the principal orator of the day. The college building on the corner of Seventeenth street and Washington avenue was erected in the beginning of the sixties. The Law School was established in 1867, the Art School in 1879 and the Manual Training School in the year following. A separate building for this latter was erected on the southwest corner of Eighteenth street and Washington avenue, and an addition to it built in 1882, as the original accommodations soon proved inadequate for the proper conduct of the school. The Mary Institute, a school for girls, was organized as a part of the University as early as 1859, first located on Lucas Place (now Locust street), between Fourteenth and Fifteenth, where it remained until 1878 in which year

it was removed to Twenty-seventh and Locust streets, and it is now housed in a recently-finished building, the property of the University, on the corner of McPherson and Lake avenues.

The St. Louis Medical College, founded in 1842 (popularly called Pope's College), was merged into the University in 1891, as was the Missouri Medical College, established in 1840, in 1899; these two in conjunction with the Missouri Dental College, which had been established as a branch of the University in 1879, now form the medical department of Washington University. The Henry Shaw School of Botany, another adjunct, was added in 1885. The undergraduate department comprises the college of which Prof. Marshall S. Snow is Dean, and the School of Engineering. Dr. Calvin M. Woodward is Dean of the latter and also director of the Manual Training School, which he had organized as the first ever established in this country. Many former scholars of those two schools occupy important positions as civil, mechanical or electrical engineers, architects and in kindred vocations. The Manual Training School is a secondary or preparatory school between the district or grammar school on the one hand and the high-grade engineering school on the other. The plan of study and system of instruction laid down by Prof. Woodward have proven so effective that they have been adopted by similar schools throughout the United States. Dr. George W. Krall is the principal of the Manual Training, Prof. H. C. Ives of the Art School. Smith Academy prepares its pupils for any college, technical school or for practical life; Dr. Chas. P. Curd is its principal and Mr. Edmund H. Sears occupies the same position at Mary Institute. The prestige so long enjoyed by the before-mentioned Medical colleges, now constituting the Medical branch, with Dr. Robert Luedeking as Dean, is fully evidenced by the constantly increased number of students, and the same is observed in the other departments. The various faculties comprise a corps of more than two hundred lecturers and professors, an array of experienced, able and conscientious instructors. The Chancellors of Washington University have seldom changed; the first, Prof. Hoyt, served from 1858 to the time of his death in 1862; he was followed by Prof. Chauvenet, who died in 1870, whereupon Rev.

Wm. G. Eliot became his successor. He was called from earth in 1887 after seventeen years of faithful service. From this time on the duties of the office were performed by the Dean, Prof. Snow, until 1891, since which year the present incumbent, Prof. Winfield Scott Chaplin, holds this responsible position, filling it to the unlimited satisfaction of all concerned.

Washington University had from the start many warm friends, whose liberal endowments and contributions secured manifold improvements from time to time; it would neither be possible nor proper to name all these benefactors; a few of those who have gone to their eternal rest, may, nevertheless, be mentioned: Wayman Crow, James E. Yeatman, Hudson E. Bridge, James Smith, Geo. Partridge, John T. Davis, Geo. E. Leighton, Geo. A. Madill, Henry Hitchcock, etc. Unprecedented generous gifts were bestowed upon the Institution during the last few years, after it had been resolved to place the University in a better adapted locality. The westward march of trade and industry, the transfer of residences in a westerly direction, made the present location more and more undesirable and led to the purchase of a tract of land unsurpassed in every way for the creation of a new home in keeping with the demands of modern times. One hundred acres of land northwest of Forest Park were bought in 1896 and fifty more, adjoining them on the south, were added later on. The sum of 650,000 dollars was pledged for the erection of the necessary buildings and a further sum of 500,000 dollars was subscribed as an addition to the Endowment Fund of the Undergraduate Department. Five of the principal buildings, for which the costs were borne by Messrs. Samuel Cupples, R. S. Brookings, Adolphus Busch and Mrs. Elizabeth Liggett, were ready for occupancy for the fall semester of 1902, but it was found of great advantage to the University to lease the grounds and buildings to the World's Fair Company for Exposition purposes and they will therefore not be used by the University before the spring of 1905. Temporary quarters for the Undergraduate Department will be provided on the northeast corner of Locust and Beaumont streets, in the old Mary Institute, and a new building which will be erected immediatley adjoining, where the provisions for all the departments will be much better in

every way than they have been in the building on Washington avenue. With the accommodations and facilities so afforded, even if they are but temporary, the new era of this cherished alma mater is now before us and the future of Washington University seems all the more assured in view of the caliber and character of the men who stand at the head of its administration. The present Board of Directors consists of the following gentlemen: R. S. Brookings, Henry W. Eliot, Edwin Harrison, Samuel Cupples, Chas. Nagel, George O. Carpenter, Jr., Isaac H. Lionberger, Alfred L. Shapleigh, Isaac W. Morton, Adolphus Busch, David R. Francis, and William E. Guy. Mr. R. S. Brookings is the President; Mr. Isaac W. Morton, Vice-President; Mr. Geo. M. Bartlett, Secretary; and Chancellor Chaplin the Treasurer.

MERCANTILE LIBRARY.

It was a small, and we may say an insignificant beginning, when the St. Louis Mercantile Library Association opened the doors of the modest library in April, 1846, in primitive quarters rented on the corner of Main and Pine streets. Several months before a meeting had been held, which resulted in the forming of an association for the establishment of a library to be used by merchants and their employees, but those of other vocations were cordially invited to join. At the end of the year nearly 1,700 volumes were at the disposal of the 283 members, the cash receipts had amounted to 2,700 dollars and the property was valued at 1,855 dollars. This constituted the nucleus of the present library, comprising 125,000 volumes, under the roof of the magnificent building, erected and owned by the company since 1888, which replaced the original library hall, built in 1854 by a separate corporation, which transferred the property in course of time to the Library Association. The present valuation of the new library building is set down at 400,000, the value of the library itself at 295,000 dollars, and the income for the year 1901 from rentals, the library proper and other sources amounted to about 60,000 dollars. The shelves of the Mercantile Library contain a carefully selected assortment of works of all branches of science, encyclopedias and other books of information, works of fiction, the English, French,

Spanish, German, Latin and Greek Classics and an abundance of bound magazines, periodicals and journals. The Reading-Room is supplied with a large number of newspapers and the best modern literature of the day. All this shows the remarkable and highly satisfactory development of the institution of which our city may justly be proud. It is but in order to point to the valuable services rendered the institution by the late Mr. John N. Dyer, its Librarian from 1861 to 1889, in which year he died. The Association had the goodfortune, to find a most worthy and able successor in Dr. Horace Kephart, who during the past twelve years has done much for the improvement of the library and who has proven a very conscientious and painstaking guardian of its interests. Mr. Wm. H. H. Anderson, since 1890 the Actuary of the Association, had been the Assistant Librarian from 1858 till his promotion to his present position, his connection with the institution therefore covers a period of forty-four years, surely the best evidence of his efficiency.

THE PUBLIC LIBRARY.

The Public Library of St. Louis is an offspring of the Public School Library, founded in 1865 by Mr. Ira Divoll, at that time Superintendent of our Public Schools. The institution had a modest beginning, but developed in course of time in a very gratifying way in spite of rather limited means. It received some very liberal donations of books during the first few years, as for instance nearly 700 volumes from the German Educational Institute, over 1,000 from the Franklin Library Association, and 5,630 which Henry Ames had previously presented to the O'Fallon Polytechnic Institute. All this gave the School Library a good start and as the number of persons who acquired a life membership by the payment of twelve dollars, and of others who paid an annual fee of three dollars, increased from year to year, the income grew in proportion and enabled the purchase of books in commensurate quantities. But it was not a free library as other large cities had them long before and the demand for such a one led to a movement which ultimately resulted in a transfer to the city in 1894, whereby the latter became the owner of the

library, which since that time is entirely free for everybody. The School Board was thereby relieved of a yearly expense of about 20,000 dollars, and the city was authorized by a popular vote to levy a special tax of one-fifth of a mill per annum for library purposes. The number of volumes is at present more than 140,000, with an adequate selection of newspapers and periodicals for use in the Reading-Rooms. Mr. F. M. Crunden, since 1877 the efficient librarian, has earned well-deserved praise for the innumerable improvements made by him, but he is entitled to still greater thanks, as it is chiefly due to his exertions that Mr. Carnegie has appropriated a million dollars for a new library and the establishment of several branch libraries. The new Central Library will be housed in a building to be erected on the site of the Exposition Building, which is to be torn down after the close of the World's Fair. The officers of the Library Board are: F. W. Lehmann, President; Geo. O. Carpenter, Jr., Vice-President; F. M. Crunden, Librarian and Secretary.

The following gentlemen constitute the Board of Directors: Geo. O. Carpenter, Jr., Morris Glaser, John F. Lee, F. W. Lehmann, William Maffitt, J. W. Morton, Edward L. Preetorius, O'Neil Ryan and Ellis Wainwright.

THE DAILY PRESS.

The destiny of nations, the fate of royal houses, has frequently been decided not by the sword, but by the pen, and the press is, therefore, called the sixth of the great powers, side by side with the other five political ones which constitute the so-called European concert. We of the United States recognize but one great power, the will of the people, but we do not fail to see another great power in the public press. Culture and civilization go hand in hand with the latter, which is very often their forerunner, opening the road for them. States and cities owe their development in a great measure to the press. The newspapers of this country exert an influence which cannot be underrated, and seldom is this influence misused by them. The newspapers of North America can boast of possessing a degree of perfectness far surpassing the press of the Old World in enterprise, energy,

activity and celerity. The daily papers of St. Louis stand in the front rank of American journalism; they have always been and are the untiring promoters of the community's best interests, the faithful exponents of the city's wants, and the loyal furtherers of everything tending to the good of the Commonwealth. There is hardly an important movement, a great enterprise undertaken without the assistance of the press. They are often launched into existence or afterwards taken care of by printer's ink. The most valuable improvements have frequently originated in editorial rooms or have at least found their warmest defense in the columns of our newspapers. It is the writer's welcome duty to speak in the following pages of our daily journals, and he does so in the order of their antiquity: —

The *St. Louis Republic*, which name was substituted in 1888 for that of *Missouri Republican*, is the senior of the local press and requires only five more years to complete its hundredth year. Founded in 1808 as the *Missouri Gazette*, this name was changed in 1822 to the *Missouri Republican*, whose ownership underwent several changes, but became stable in 1854, in which year George Knapp purchased the interests of his partners and established the firm of Geo. Knapp & Co., consisting of the two brothers, George and John Knapp, and Nathaniel Paschall, who occupied the editorial chair until his death in 1866, whereupon Mr. Hyde succeeded him. Hyde resigned in 1884. None of his three or four successors held the position for any length of time, except the present incumbent, Joseph A. Graham. The firm of Geo. Knapp & Co. has never been changed. Mr. Charles W. Knapp, who entered the journalistic career when quite young, and who repeatedly had editorial charge of the paper, is the President of the corporation, and the General Manager (editorial and otherwise) of the paper, which is the recognized and most influential organ of the Democratic party of Missouri.

The *Abend Anzeiger*, the second oldest of our daily papers, is the successor of the *Anzeiger des Westens*, established in 1835 and for many years edited by Wm. Weber. Arthur Olshausen was for a time one of its owners, but the prestige of the paper must be ascribed to Henry Boernstein, who became its editor and prop-

riotor in 1850. It had been an anti-slavery paper from its inception and became an outspoken Republican organ under Boernstein, but was changed to a liberal Democratic journal by Carl Daenzer, who became its editor in 1863 and who kept this position till 1898, since which year the *Abend Anzeiger* is published by the German-American Press Association as a carefully edited independent paper.

The *Westliche Post*, was established in 1857. Its first publishers and editors were Carl Daenzer, Daniel Hertle and Dr. Frederick Wenzel; they sold it in 1860 to Theodor Olshausen and Henry Lischer. The latter soon disposed of his interest to Ernst Hemann. Theodor Olshausen, wishing to return to Europe, having previously bought out his partner Hemann, sold the *Westliche Post* in 1864 to his brother Arthur, Dr. Emil Preetorius, and Theodor Plate, the firm now being Plate, Olshausen & Company. The partnership was dissolved in 1880 by the withdrawal of Plate and Olshausen, who sold their shares to Dr. Preetorius and Carl Schurz, which latter held an interest in the paper since 1867. The Westliche Post Association was then organized with Dr. Preetorius as President; Carl Schurz as Vice-President; and Felix Coste as Secretary. The German-American Press Association, formed in 1898 as successor of the Westliche Post Association, has the following officers: Emil Preetorius, President; Carl Schurz, Vice-President; John Schroers, Secretary; and Edward L. Preetorius, Treasurer. The business management lies in the hands of the two latter. Dr. Preetorius, the Chief Editor, has occupied the editorial chair ever since 1864, and is one of the veterans of the Press. The paper needs only five more years to its fiftieth anniversary; all we said in the introductory lines of this chapter fully applies to it; it has grown with the city as the watchful guardian of the community's welfare, and its editorials, as well as its business management, combine German thoroughness with American enterprise, as shown every day by the completeness of its columns. The *Westliche Post* is the only German paper of this city which as a member of the Associated Press receives the telegraphic reports from every part of the Union, and the cable dispatches from the whole world, and has, aside from a corps of able edi-

torial writers, and a large reportorial staff, more contributors and domestic and foreign correspondence than any of its German-American contemporaries.

The *Globe-Democrat* is published under this name since 1875, but its origin dates back to 1857, in which year William McKee and William Hill established the *Missouri Democrat*, of which George W. Fishback, and, later on, D. M. Houser, became part owners. Among the editors of the *Democrat* were such able writers as Francis P. Blair, B. Gratz Brown (afterwards Governor of Missouri), Peter L. Foy, and J. B. McCullagh. In 1872 a disagreement between the partners resulted in the withdrawal of Messrs. McKee and Houser, who sold their interest to Mr. Fishback, but not wishing to remain inactive, they soon established a new paper, the *Globe*, like the *Democrat*, a Republican organ. The consolidation of the two papers and adoption of the present name took place in 1875. Editor McCullagh had first remained with the *Democrat* but shortly after joined the *Globe* and became the managing editor of the consolidated papers and it was chiefly due to his great journalistic ability that the *Globe-Democrat* became known far and wide. The untimely death of this brilliant writer and editorial manager (on 31st of December, 1896) was a great loss to the journalistic world and deeply deplored. Since that time the place is filled by the present editor, Henry King, who for many years previous had been a member of the editorial staff of the paper. D. M. Houser, whose connection with the press covers a period of fully forty-five years, is the President of the Globe Printing Company and at the same time the General Manager, Chas. H. McKee the Vice-President and H. C. Ganter, Treasurer.

The *Post-Dispatch* is the offspring of the *Dispatch*, established in 1864, a paper of which it may truly be said, that it has few rivals in regard to a checkered career, as its ownership underwent innumerable changes within the fourteen years during which it appeared under that name. Several of the proprietors, who followed each other in short succession, lost a fortune in the venture and it was ultimately purchased by Joseph Pulitzer who is its owner and publisher since 1878. After a consolidation

with the *Evening Post*, published for about a year by that able journalist, John A. Dillon (now and since many years on the *New York World*) the name of *Post-Dispatch* was adopted. Pulitzer and Dillon were for two years Associate Editors and partners; the partnership was then dissolved and the former became the sole owner, but left St. Louis in 1883, leaving the management of the *Post-Dispatch* in the hands of trusted employees. Harry L. Dunlap is since several years the Managing Editor; Wm. Steigers, for more than twenty years connected with the paper, is the Business Manager, and Frank R. O'Neil, the well-known St. Louis journalist, Assistant Business Manager.

The *Amerika* had its origin in the desire of a number of influential Catholic citizens of St. Louis, to have a daily paper representing their views without becoming an outspoken religious organ. With this object the German Literary Society was organized in 1872, by Henry J. Spaunhorst and others and the first number of the *Amerika* issued in October of the same year. The officers of the corporation were for many years as follows: Henry J. Spaunhorst, President; John H. Grefenkamp, Vice-President; and Anthony Roeslein, Secretary. Anton Helmich was the Editor till 1878, whereupon the Assistant Editor, Dr. Edward Preuss, became his successor; he held this position until the spring of 1902, when the condition of his health compelled him to resign, having an able successor in Arthur Preuss, one of his sons. The present officers of the German Literary Society are: William Druhe, President; Joseph Gummersbach, Vice-President; Arthur Preuss, Secretary; and John Peitzmeier, Business Manager.

The *Evening Chronicle* exists since 1880, in which year J. E. Scripps, proprietor of the Detroit *Tribune*, organized a circuit of afternoon papers and located one of them in St. Louis. It was sold for two cents, but became the first penny paper in our city a few years later. Its dimensions were enlarged in course of time, but it has no Sunday issue. Being a non-partisan paper, its patronage has increased without interruption and it is much appreciated by its readers.

The St. Louis *Star* emanated from the *Sunday Sayings*, a weekly paper, established in 1884, and changed in 1888 into a daily evening paper under the name of *Star Sayings* in which ex-Congressman Nathan Frank acquired a large interest in the following year. The name was abbreviated in January, 1896, since which time it is known as the St. Louis *Star*. It is a staunch Republican organ and a strong supporter of the administration. The editor, John F. Magner, is a well-known journalist of great experience; he was for many years City Editor of the *Post-Dispatch*, then quite a while connected with the *Globe-Democrat*, and can truly be called a very active and energetic newspaper man. Another St. Louis journalist, M. J. Lowenstein, formerly City Editor of the *Republic*, and afterwards on the *New York World*, is the *Star's* efficient business manager. The officers of the Star Publishing Company are: Hon. Nathan Frank, President; August Frank, Vice-President and Treasurer; and M. J. Lowenstein, Secretary.

The St. Louis *World*, the newest of our daily papers, is an exponent of liberal progressive ideas and gives special attention to local news and the events of the sporting world. Its editor, Alfred Spink, has been connected with the St. Louis press for a quarter of a century and has always been regarded as an authority on matters of sport, but he is at the same time well-versed and thoroughly informed in the political affairs of State and city and an experienced journalist in general. The St. Louis *World* is owned by the World Publishing Company, of which Mr. Spink is the President. Mr. E. L. McCarthy is the Business Manager.

From the foregoing it will be seen that St. Louis is well-provided with daily chroniclers of the affairs of the whole world, and that the inhabitants of this city are supplied morning and evening with abundant information from near and far by a truly metropolitan press which can well compare with that of any of the other great cities of this country.

GOULD'S DIRECTORIES.

The Directory of a large city constitutes a most valuable auxiliary for trade and commerce and has long ago become a necessity for the merchant and manufacturer, the bank official and the professional man. It is in fact the greatest information bureau, ever-ready to give correct answers; it saves time and labor and is therefore, aside from its other qualifications, indispensable from an economical standpoint.

Gould's St. Louis Directory has been published without interruption since 1872 and has been constantly improved from year to year by the addition of numerous important features; it has kept pace with the growth of the city in volume and quality and stands unsurpassed as to completeness and well selected contents.

Besides the City Directory proper a Business Directory, called Commercial Register, is issued by the Goulds in October of each year, a handbook especially devoted to details about corporations, mercantile and manufacturing firms, financial institutions, etc. A special feature of this edition is a business guide arranged by streets.

The Blue Book, which leaves the press each November, is to society what the City Directory proper is to the public at large, but it forms at the same time a highly useful adviser for the retail dealer whom it enables to place his circulars and price lists in the hands of those whose patronage he seeks.

Mr. D. B. Gould, the founder of the Gould Directory Company, died in 1901, since which time the management lies in the hands of his son, Mr. Edward M. Gould, who is now the President of the company and whose aim it is to continue the publication of the three Directories in accordance with the plan and system laid down by his predecessor.

THE ST. LOUIS POST OFFICE.

The primitive postal arrangements as they prevailed after the establishment of a post office in 1804 and for a good many years later, are briefly described in the first chapter of this volume, the various removals from one locality to the other are likewise men-

tioned and we can now state that the immense increase of mail matter has made even the present building inadequate for the handling of the constantly growing business, so that the government has granted the erection of a second post office building in the immediate vicinity of Union Station. To what dimensions our postal service has grown is best shown by the following figures furnished by Postmaster Fred W. Baumhoff:—

STATEMENT OF BUSINESS TRANSACTED AT THE ST. LOUIS POST OFFICE DURING 1901.

REVENUES.

Receipts.	Expenditures.
\$2,240,429.72	\$1,241,282.07
Increase in receipts.....	\$208,764.95
Increase in net revenue.....	79,573.45

DISTRIBUTION AND DISPATCH OF MAILS ORIGINATING IN ST. LOUIS.

Total pounds handled in 1901.....	30,521,550
Increase.....	456,629
Total number pieces outgoing handled in 1901.....	245,784,171
Increase	20,748.501

RECEIVED FROM POSTAL ROUTES AND OTHER POST OFFICES.

Total pounds.....	6,561,386
Total pieces handled.....	94,506,880

MAIL MATTER COLLECTED AND DELIVERED BY CITY DELIVERY.

Total pounds.....	18,437,827
Total pieces.....	378,194,367

LOCAL DROP MAIL.

	Pounds.	Pieces.
Letters.....	904,961	54,297,660
Cards.....	36,968	5,545,200
Circulars.....	148,780	5,951,200
Second Class	273,549	3,009.039
Third Class.....	289,788	5,795,760

RECEIPT AND DISPATCH OF REGISTERED MAIL.

Total number.....2,843,506

ISSUING AND PAYMENT OF MONEY ORDERS.

Number.	Amount.
1,157,718	\$8,395,089.32

NUMBER OF EMPLOYES.

Number of clerks.....	634
Number of carriers.....	486

Total.....	1,120
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Since the foregoing information has been received, Postmaster Baumhoff has asked for additional 65 clerks and 30 carriers, and there is no doubt, that his request will be granted by the department in view of the uninterrupted growth of business in the Post Office of St. Louis.

DEFORMITIES CORRECTED

Our success in the treatment of deformities during the thirty years we have been engaged in this work justifies our opinion that ninety per cent of these cases can be cured when treated in time by our methods. The methods we use are radically different from those generally employed, and our results are eminently more satisfactory. We will guarantee to straighten any case of crooked or club feet, so long as the patient is of reasonable age. Hip Disease in any stage yields to our methods; while we have demonstrated in scores of instances that spinal diseases and deformities can be perfectly and permanently cured. We have special facilities for the treatment of Infantile Paralysis, and can cure deformed and diseased limbs and joints without surgical operations. Write us regarding any case of deformity or paralysis, for our opinion is invaluable to those afflicted. We send our pamphlet to any address upon request.



**THE L. C. McLAIN
MEDICAL & SURGICAL INSTITUTE**
3100 Pine Street, ST. LOUIS, MO.

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